

# The Butcher Man Of Buffalo

## Just Listen What He Says

CRAIG RIDGWAY & SON CO.,  
Coatesville, Pa.

DEAR SIRS:—Those clever pithy ads of yours (hem!) have made such an impression on our mind that every time we think of elevators, up looms "Old Hook'er to the Biler."

So it was quite natural for us to say that the Ridgway Steam-Hydraulic Elevator is the best machine of its kind on earth when our good friend, \_\_\_\_\_, of this city, sought our advice on the matter of elevators.

To prove what we said, we took him to your machines installed at the C. Klinck Packing Co., Mr. Blank became so interested in your proposition that he requested us to communicate with you and ask that you send a representative to take the order for equipping the largest and finest sausage factory between New York and Chicago.

As matters now stand, this business is practically yours for the asking. So come along at once and get the order.

Sincerely yours,  
(We'll tell you later.)

Yes, Old Soupbone, if you are half smart you, too, will

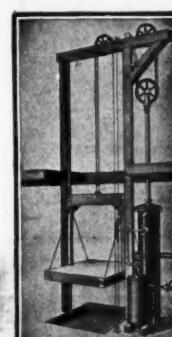
**"HOOK 'ER TO THE BILER"**

**CRAIG RIDGWAY & SON COMPANY**  
COATESVILLE, PA.

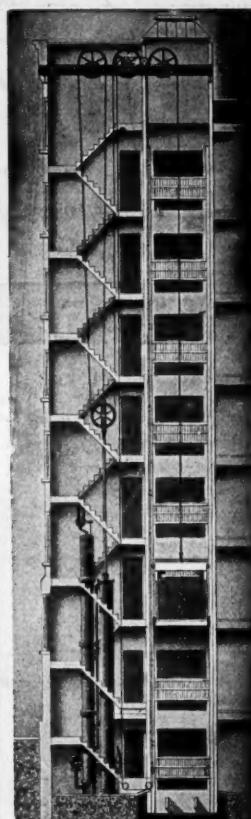
ELEVATOR MAKERS TO FOLKS WHO KNOW  
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Direct Acting Steam-Hydraulic Elevator.



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Our charges are consistent with the service we give you and usually we will save you many times our fee.

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AN ABSOLUTE NECESSITY FOR THE UP-TO-DATE BUTCHER SHOP

## OPALITE (WHITE GLASS)

For Counter Tops and Cases, Side Walls, Refrigerators, Shelves, Scale Tops, Etc.

**CLEANER AND CHEAPER THAN MARBLE**

**SANITARY, NON-ABSORBENT, GERM PROOF AND LIGHT REFLECTING**

New York Office  
47 West 34th St.

**THE OPALITE TILE CO., Monaca, Pa.**

Be wise and  
write for free  
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# ARMOUR FERTILIZER WORKS

**General Offices, Union Stock Yards**

**CHICAGO, U. S. A.**

*We are constantly in the market for*

**Ground and Unground Tankage and Blood**

**Concentrated Tankage**

**Bones of all kinds**

**Horns, Hoofs**

**Beef and Pork Cracklings, Etc.**

## ARMOUR FERTILIZER WORKS

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BALTIMORE, MD.

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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 11.

## SHORT BEEF SUPPLIES

Official reports of receipts of meat animals at the principal packing centers of the country for the month of August help to explain high live cost for beef during August. Record live cattle prices during the month have been attributed to drought and diminished supplies, and when beef prices went up accordingly the skeptics were inclined to scoff at the explanation of less cattle sent to market.

The actual figures tell the story better than argument. Official reports of stock yards companies at eight important centers show that during August receipts of cattle at these points alone were 150,000 head less than for the same month of last year. This is the heaviest monthly deficiency for the year. The actual totals for the month at these eight points show receipts of 877,427 cattle, compared to 1,029,925 in August, 1910. Receipts of calves were 28,000 less than a year ago, indicating a veal shortage also.

Hog receipts for the month were liberal, the total at eight points being about 85,000 in excess of August, 1910. Receipts of sheep and lambs at these centers were less than a year ago to the extent of about 130,000.

For the eight months of the year to date receipts of cattle at these eight centers were about 115,000 head below that of a year ago, in spite of increased marketing earlier in the year. The increase was more than overbalanced by the shortage in August. Receipts of hogs for the eight months were 3 million head more than a year ago, while the liquidation in sheep is indicated by a million head excess in receipts of sheep and lambs as compared to the eight months of 1910.

A synopsis of the official reports of receipts at the chief centers for the month of August is as follows, totals compared with a year ago:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	246,203	40,575	484,961	494,795
Kansas City	208,310	36,483	135,500	158,095
Omaha	128,734	*	161,265	334,315
St. Louis	104,019	*	191,448	97,901
St. Joseph	45,941	5,275	112,203	65,653
Sioux City	40,506	4,001	93,441	14,501
St. Paul	44,830	11,413	36,834	47,942
Fort Worth	58,882	23,644	33,335	15,765
Aug., '11.	877,427	121,391	1,251,987	1,228,967
Tl. Aug., '10.	1,029,925	149,395	1,165,980	1,358,951

Receipts for the eight months of the year at eight points are summarized from official figures as follows, with totals compared to 1910:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,850,735	388,835	4,700,819	3,004,602
Kansas City	1,235,846	187,168	2,122,560	3,104,315
Omaha	701,542	*	1,774,143	1,223,683
St. Louis	632,549	*	1,974,556	746,982
St. Joseph	200,644	28,759	1,274,958	148,561

Sioux City	289,522	20,615	958,869	81,921
St. Paul	201,722	88,934	590,889	174,468
Fort Worth	418,925	110,101	379,818	134,283

Tl. 7 mos., '11. 5,620,955

Tl. 7 mos., '10. 5,736,348

774,412 13,776,112 7,224,407

781,788 10,611,623 6,149,014

A synopsis of slaughter figures at these same eight points for August is as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	156,219	38,462	363,825	401,434
Kansas City	123,900	26,161	116,772	115,656
Omaha	70,684	*	127,661	151,792
St. Louis	74,651	*	130,954	87,525
St. Joseph	34,425	5,146	100,762	44,206
Sioux City	16,217	3,551	57,700	8,481
St. Paul	17,266	9,201	35,875	19,420
Fort Worth	51,156	24,839	33,199	14,218

Aug., 1911 ... 544,608 107,360 906,748 842,732

Aug., 1910 ... 579,074 129,274 921,445 761,819

Slaughters for the eight months are summarized as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,071,761	374,779	3,570,812	2,693,750
Kansas City	741,964	103,934	2,012,533	1,032,065
Omaha	462,650	*	1,583,025	834,150
St. Louis	453,287	*	1,327,574	608,495
St. Joseph	196,044	26,198	1,242,455	386,777
Sioux City	126,918	18,056	731,796	67,223
St. Paul	72,210	69,652	562,967	101,102

7 mos., 1911 ... 3,124,834 592,617 11,033,002 5,784,562

7 mos., 1910 ... 3,228,065 578,690 8,371,129 4,528,590

\*Calves not separately reported.

## TO AID PRODUCTION OF BABY BEEF.

Charles Escher, Jr., of Botna, Iowa, the most extensive breeder of Aberdeen-Angus cattle in the world, was chosen president of the Iowa Beef Producers' Association, which was organized last week at Des Moines. The department of animal husbandry at the Iowa State Agricultural College at Ames will co-operate with the newly formed association for the purpose of promoting the breeding and feeding of cattle in Iowa instead of relying upon the Western ranges for pasture. The main object of the association is to foster the feeding and marketing of cattle before they are two years old. Officers were elected as follows: President, Charles Escher, Jr., of Botna; vice-president, James Shade of Kingsley; membership secretary, A. R. Leffler of Bonaparte; recording secretary, George Burge of Mount Vernon; treasurer, C. H. Hetchner, of Sheridan.

## FIRE DESTROYS AN ARMOUR PLANT.

The branch house plant of the Armour Packing Company at Birmingham, Ala., was practically destroyed by fire on Wednesday morning with a loss of something like \$200,000. This was a plant of comparatively recent construction, and was supposed to be fireproof. It included curing and smoking departments, as well as salesrooms and storage coolers, and was of modern construction, one of the best in the South.

## STOCKS OF PROVISIONS

Official reports of stocks of provisions at the end of July at five chief centers indicate much lighter stocks than a month ago, though stocks of lard and meats were heavier than a year ago at this time. The summary of stocks as shown by the official reports, with comparisons, is as follows:

	Pork (Bbls.)	Aug. 31, 1911.	July 31, 1910.	Aug. 31, 1910.
Chicago	46,094	58,368	56,364	
Kansas City	4,698	4,328	2,967	
Omaha	2,569	3,321	2,121	
St. Joseph	1,130	1,316	1,687	
Milwaukee	3,368	4,975	5,463	
Total	57,859	72,308	70,602	

	Lard (Tcs.)	Aug. 31, 1911.	July 31, 1910.	Aug. 31, 1910.
Chicago	147,667	192,141	40,506	
Kansas City	15,551	16,952	12,130	
Omaha	7,741	11,778	5,670	
St. Joseph	6,178	8,190	2,236	
Milwaukee	6,540	8,210	1,603	
Total	183,686	237,271	62,334	

	Cut Meats (Lbs.)	Aug. 31, 1911.	July 31, 1910.	Aug. 31, 1910.
Chicago	102,476,722	127,538,881	81,625,104	
Kansas City	53,826,800	68,432,500	31,519,300	
Omaha	41,519,449	52,286,038	31,160,211	
St. Joseph	31,496,119	38,209,652	20,844,434	
Milwaukee	15,027,285	19,606,510	12,267,041	
Total	244,346,375	306,073,551	177,416,000	

Detailed reports are as follows:

	Chicago.	Aug. 31, 1911.	Aug. 31, 1910.
Mess pork, new, made since Oct. 1, '10, bbls.	12,211	13,421	
Other kinds of barreled pork, bbls.	33,883	44,943	
*P. S. lard, made since Oct. 1, '10, tcs.	117,747	31,404	
Other kinds of lard, tcs.	29,920	9,192	
Short rib middles, made since Oct. 1, '10, lbs.	14,163,716	8,033,261	
Short clear sides, lbs.	141,679	308,689	
Extra S. C. sides, made since Oct. 1, '10, lbs.	5,489,579	3,593,323	
Extra short rib sides, lbs.	4,961,584	2,464,642	
Long clear sides, lbs.	24,530	139,239	
D. S. shoulders, lbs.	139,239	134,017	
S. P. shoulders, lbs.	1,033,566	702,331	
S. P. hams, lbs.	18,668,492	20,606,830	
D. S. bellies, lbs.	26,702,655	11,169,573	
S. P. bellies, lbs.	6,970,229	3,971,206	
S. P. Calif. or picnic hams, lbs.	8,741,347	7,596,029	
S. P. Boston shoulders, lbs.	6,799,736	10,938,000	
S. P. skinned hams, lbs.	8,640,370	12,107,203	
Total cut meats, lbs.	102,476,722	81,625,104	

\*In storage tanks and tierces.

(Continued on page 24.)

Valuable trade information may be found every week on the "Practical Points" for the Trade" page. Do you make it a habit to study this page?

September 9, 1911.

## HIGH MEAT PRICES AND BOVINE TUBERCULOSIS

### Disease Declared to be the Chief Cause of Increased Meat Cost

(Continued from last week.)

Following Dr. Melvin's statement, it is interesting to review the report of the Bovine Tuberculosis Commission. In rendering its report concerning the investigation and recommendation of plans for controlling bovine tuberculosis, to protect the public health and check the great economic losses already referred to, the International Commission says:

"The members fully understood that the purpose which their appointment was intended to serve was less the acquisition of new knowledge regarding bovine tuberculosis than the careful study of the knowledge already available and of the thoughts and opinions of those most entitled to speak with authority on the subject.

"The conclusions reached in this report are therefore simply the outcome of an earnest and thoughtful consideration of the various modern aspects and phases of the problem, with the object of crystallizing public opinion and so clearing the way for legislative action. They realized also that they could deal with fundamental principles only, and that the details of any policy which they might outline must in each case be worked out by the duly authorized and responsible representatives of the community immediately concerned.

"They nevertheless deemed it essential to study closely the history of the various efforts hitherto made by such countries throughout the world as have attempted to legislate on the subject. This naturally led to the gradual elimination of all methods other than such as might reasonably be adopted by any community desiring, in the full light of present-day knowledge, to undertake the control of bovine tuberculosis.

#### "Compulsory Slaughter Unwise At This Time."

"It was felt, in view of the prevalence of the disease, especially in some localities and among certain classes of cattle, the difficulty of providing a sufficient number of trained officials, and the large economic questions involved, to say nothing of the enormous expenditure, that it would be unwise, for the present at least, to discuss seriously a policy of universal compulsory testing and slaughter. Such a policy might perhaps be adopted with advantage by a small community, or one in which the disease existed to a very limited extent; but speaking generally, especially in view of past experiences in this line, it was thought better to omit it entirely from the recommendations of the commission.

"All other methods of dealing with bovine tuberculosis which have been recommended or tried in various communities were thoroughly discussed, with the object of discarding weak points and adopting such features as might be deemed worthy of a place in the official findings of the commission. Every phase of the subject was in this way fully and freely considered, it being thought best to cover the whole ground as completely as possible before coming to a definite decision on any one point.

"In order to minimize still further the risk of omitting from the deliberations of the commission any phase of the question, four committees were appointed at the first meeting to deal respectively with 1. Education

and legislation; 2. Location of tuberculosis; 3. Dissemination, and 4. Disposition of tuberculous animals.

"The appointment of these committees proved to be of the greatest possible value in concentrating the energies of the various members on those branches of the subject with which they were most familiar, and their reports presented at subsequent meetings enabled the commission to reach satisfactory conclusions much more rapidly than would otherwise have been the case. As a means of furnishing information as to the reasons for these conclusions and the manner in which they were reached, the commission would recommend that the reports of the committees should be published as an appendix to this report.

"The commission, recognizing after careful study that the tuberculin test is the fundamental factor in any policy having for its object the control of bovine tuberculosis, decided that a pronouncement to that effect should properly occupy a foremost place."

Based on the information contained in the reports of its committees and on such other information as was brought out in the general discussions of the commission, the following resolutions were adopted for presentation to the American Veterinary Medical Association:

#### Resolution 1.—Dissemination.

As a general policy to be observed, all contact between tuberculous and healthy cattle and between healthy cattle and stables, cars, etc., which may contain living tubercle bacilli should be prevented. To accomplish this the following specific recommendations are made:

1. There should be no sale or exchange of animals affected with tuberculosis except for immediate slaughter or for breeding purposes under official supervision.

2. That the management of livestock shows should give preference to cattle known to be free from tuberculosis, either by providing special classes for such cattle or in some other practical way, and should also take every precaution to prevent contact between such animals and those not known to be free from disease.

3. All livestock shippers should take every precaution to see that cars furnished are thoroughly cleansed and disinfected before use.

#### Resolution 2.—Tuberculin Test.

1. That tuberculin, properly used, is an accurate and reliable diagnostic agent for the detection of active tuberculosis.

2. That tuberculin may not produce a reaction under the following conditions:

(a) When the disease is in a period of incubation.

(b) When the progress of the disease is arrested.

(c) When the disease is extensively generalized.

The last condition is relatively rare and may usually be detected by physical examination.

3. On account of the period of incubation and the fact that arrested cases may sooner or later become active, all exposed animals

should be retested at intervals of six months to one year.

4. That the tuberculin test should not be applied to any animal having a temperature higher than normal.

5. That any animal having given one distinct reaction to tuberculin should thereafter be regarded as tuberculous.

6. That the subcutaneous injection of tuberculin is the only method of using tuberculin for the detection of tuberculosis in cattle which can be recommended at the present time.

7. That tuberculin has no injurious effect on healthy cattle.

#### Resolution 3.—Evidence from Tuberculin Test.

That a positive reaction to tuberculin in any properly conducted test, official or otherwise, in any animal in any herd shall be considered evidence sufficient upon which to declare the herd to be infected.

#### Resolution 4.—Compulsory Notification.

That this commission recommends the passage of legislation providing for the compulsory notification by owners and by veterinarians of the existence of tuberculosis in a herd, whether such existence be made known by detection of clinical cases or by the tuberculin test.

#### Resolution 5.—Location Through Slaughter.

This commission recognizes that the discovery of tuberculosis in animals slaughtered for food purposes furnishes one of the best possible means of locating the disease on the farm, and therefore recommends the adoption of some system of marking, for purposes of identification, all cattle 3 years old and over, shipped for slaughter.

As tuberculosis of hogs is almost invariably due to bovine infection, this recommendation should also be made to apply to hogs of any age shipped for slaughter.

It is further recommended that the discovery of tuberculosis in animals coming under Government inspection should be used, whenever identification is possible, as a means of locating infected herds and premises. All such cases should be reported to the proper authorities for action.

(To be continued.)

#### VOLUNTARY STORAGE REPORTS.

Receipts of butter, eggs and other leading produce, with the amount of each in storage in Minneapolis, Minn., and the ruling prices for storage articles, will be given to the public at least once a month during the storage season, according to plans of A. D. Ellis, president of the Merchants' Cold Storage Company. "I am trying to persuade other cold storage men to agree to this plan," said Mr. Ellis. One benefit to be gained by publicity, say friends of the move to publish monthly storage figures, would be to prove the fallacy of the contention recently made that produce is sometimes kept in storage longer than one season.

#### BRECHT COMPOUND LARD EQUIPMENT.

The Brecht Company has shipped to the Canton Oil Company, Canton, Miss., one of their No. 2 lard cooling cylinders and a 1,250-pound jacketed refining tank, and other supplies and equipment for manufacturing compound lard.

## MODERN PORK PACKING AND BUTTERINE PLANT

### Addition to Swift's Jersey City Plant Has Model Features

An addition to the packinghouse and market plant of Swift & Company at Jersey City, N. J., which was formally opened last Monday with a public reception, makes this plant one of the most efficient and up-to-date of its kind in the country. It is a complete pork-packing plant, with the exception that no killing is done there, and manufactures a wide range of pork and beef products, both for domestic and export trade. In addition, a special feature is the new butterine plant, which is a model of its kind and a sight worth seeing.

The plant, to which the new building has just been added, is a structure of five stories, about 200 by 100 feet in area. This plant is now devoted entirely to cutting hogs, curing and smoking provisions and the manufacture of sausage and a wide range of pork products, as well as barreled beef, etc., for export. It contains a complete lard refinery, curing cellars, smoke houses and other necessary packing departments. There is also an extensive new power house plant, furnishing power, light and refrigeration for all the buildings.

The entire plant is now operated by electricity, the engine room installation including two additional generators, one of 250 k. w. and the other of 150 k. w. capacity. The refrigeration throughout the coolers and curing rooms is provided by a fan system driven by electricity, the cold air being driven through wall chambers into all the rooms where refrigeration is desired, except the freezing rooms, where direct expansion ammonia pipes provide the low temperatures necessary.

#### Details of the New Building.

The new building, opened this week, covers 120 by 100 feet of ground at the northeast corner of Henderson and Ninth streets, Jersey City, and is nine stories in height, including basement. It is of reinforced concrete and pressed brick and thoroughly fireproof, the construction being of the most advanced packinghouse type. This building is devoted to the new butterine factory, the wholesale market, general offices and cold and dry storage, including beef, provisions, poultry and produce, soap, cheese, etc. The illustration shown here indicates the modern character of this structure.

The three upper floors of this building are devoted to the butterine factory and the general offices. The butterine plant is a model of sanitation and of manufacturing efficiency, and the 10,000 or 15,000 spectators who went through it on the opening day marvelled at the use of methods and materials in making this clean, healthful and wholesome competitor of butter.

The capacity of the butterine factory is about 100,000 pounds per week. The product is put up both for domestic and export trade, the latter chiefly in tins. Visitors were served with butterine on crackers, and were invited to test it in the various forms in which it is put up for market.

The general offices are on the seventh floor of the new building, the main room occupying a space of 100 by 50 feet. Adjoining are separate rest and reading rooms for men and women employees, handsomely finished in

oak and rough plaster in style equal to that of any private club. There is also a handsome restaurant and grill, where employees will be served with meals at actual cost.

Two of the lower floors and half of another are devoted to freezer rooms, and the balance of the space to cold storage for the curing of meats, except the first floor, containing the wholesale market, and the rooms devoted to dry storage of soaps and other products. The freezers have a capacity of 1,000,000 pounds, the curing cellars of 800,000 pounds and the market cooler will hold about ten cars of stock.

#### Varied Display of Products on Opening Day.

The wholesale market occupies the ground floor. In front is a large and handsome tiled salesroom, with sales offices at one end and a glass-partitioned smoked meat room at the other. At the rear are the sales coolers. This entire floor was occupied by a handsome display on the opening day. In the front salesroom was a big toilet soap display banked about a running fountain of water. There was also a booth containing a display of Libby products—canned meats, fruits and vegetables. The smoked meat room was filled with a line of Swift hams, bacon and everything in the smoked meat line.

In the big sales cooler were many rails of the finest Western and city dressed beef and small stock. This feature resembled a Christmas beef show in quality and variety.

The pork department had many handsomely decorated booths showing all kinds of fresh and cured products, specialties, etc. One booth was devoted specifically to a display of "everything that comes out of the hog" from head to tail.

Such products as coned leaf lard, boneless ham butts, fresh shoulders, pork skins, pig tails, pork tongues, hocks, spare ribs, fresh hams, etc., were shown in boxed form, as well as on the display booths. One big booth was devoted to fresh sausage temptingly displayed on plates, another booth to summer sausage of many varieties, and a third to fresh pork products. It was a thoroughly complete pork product display, all products of this plant.

Other displays in this room, each housed in booths artistically decorated and lighted, included the Swift lard products, poultry, eggs, butterine, butter, cheese, etc. The soap department also had an extensive laundry soap display in the soap storage department.

The sales floor and offices were handsomely decorated, this and the building of the booths and all lighting and decorating effects having been directed by Eastern Advertising Manager Whitson, of Boston, and C. S. Arendt, of the New York office.

The manager of the Jersey City plant is W. A. Johns, formerly of the company's export department at Chicago. The superintendent is J. A. Brady, the manager of the wholesale market is F. A. Foss and the manager of the butterine department is J. W. Wheeler. The general offices are in charge of Auditor P. D. Manchee.



ADDITION TO SWIFT & COMPANY'S PLANT AT JERSEY CITY, N. J., OPENED THIS WEEK.

# PRACTICAL POINTS FOR THE TRADE

## ACTUAL PACKINGHOUSE TESTS.

[EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some specific inquiry is made.]

### HOG CUTTING TESTS COMPARED.

Actual test figures are always interesting, and are much more important than theorizing or guesswork. Following are given some figures showing a comparison of actual hog cutting tests, figuring from the live average weight of the hogs, and comparing the various English cuts, yield of lard, etc.

Tests vary according to the manner of trimming, the quality of the hogs, etc. Good "Wiltshire" hogs should yield 60 per cent. of sides and good hogs for cutting Cumberland style should yield 40.18 per cent. of Cumberland cuts, 18 per cent. of long cut hams and 12 per cent. lard, or at least 39, 17 and 13 per cent., respectively.

The table of weights in the tests made, the yield in various cuts, lard, etc., is as follows:

Live weight.	Wiltshires.
180 lbs.	58%
192 "	63.15%
200 "	...
203 "	...
195 "	...
190 "	...
173 "	...
165 "	57.60%
140 "	...
210 "	57.65%
180 "	...
225 "	...
121 "	33.90%
130 "	35.00%

With this end in view, and in order to

Long hams.	Cumberlands.	Rendered lard.	T per cent.
...	...	12.28% =	70.28%
...	...	7.42% =	70.57%
18.00%	40.00%	12.00% =	70.00%
17.75%	42.00%	12.85% =	72.60%
17.05%	38.95%	12.25% =	68.25%
17.45%	41.55%	12.00% =	71.00%
18.38%	40.40%	7.12% =	65.90%
...	...	7.70% =	65.30%
17.35%	35.65%	12.00% =	65.00%
...	...	7.75% =	67.40%
18.55%	37.25%	12.05% =	67.85%
18.05%	40.65%	12.50% =	71.20%
Long hams.	...	Rendered lard.	
18.00%	...	8.20 =	60.10%
18.45%	...	11.50 =	64.95%

### METHODS OF HANDLING BONES.

An Eastern slaughterer asks this question:

Editor The National Provisioner:

Kindly let us know which pays the better, to saw the bones, extract the grease, and boil the bones in an open kettle; or, to tank

obtain all of these products in the best possible condition, an ideal installation would be as follows: First, the open vat, where the best grades of oil and fat are obtained by cooking them with open steam through perforated coils. Second, extract the re-

bones in a closed kettle and sell the product for fertilizer purposes.

To answer this inquiry, one should know the kind of bones the inquirer proposes to handle. Whether to saw the bones, extract the grease and boil the bones in an open kettle, or to tank the bones in a closed kettle and sell the product for fertilizer purposes, depends upon the kind and quality of the bones.

Hog, calf and sheep bones are best cooked under pressure for fertilizer, unless one intends to specialize quite in detail. As the various bones from cattle must be treated differently, no set rule can be established for all of them alike and under one heading. Generally speaking, the most economical way to handle all bones would be to obtain from them all the valuable ingredients which they contain, and to proceed in the order of the value of such products in a downward direction.

All bones will furnish in this manner, first, fat; then glue; then phosphate. The phosphate may be divided into two classes, the better and cleaner grade being available for stock and poultry food, while the remainder constitutes fertilizer material.

The remainder of the fat by means of naphtha and obtain second grades of fat.

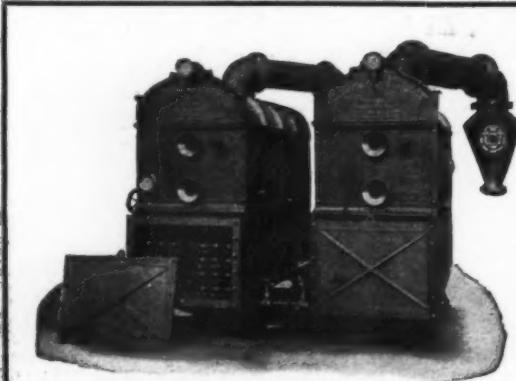
The third process will consist of glue making. The bones are now ready for the glue house, where they are cooked under various low pressures until the residue of steam bones only remain. The water from the open vat cooking is also used for glue. The fourth item is the phosphate. When the bones were fresh and clean at the start the residue may be used for stock and poultry food, otherwise the steam bones are a valuable ingredient in the manufacture of fertilizers.

Whether to pursue all of these processes, or to select the more convenient of these manipulations only, depends upon the quantity of bones available, the market conditions, and especially upon the financial considerations, as the complete outfit suggested in this connection is somewhat expensive.

Either raw or steam bone may be utilized by grinding it either for poultry food or fertilizer. The poultry food end of it is not apt to be profitable unless operated by packers having unusual distributing facilities. After all the grease possible has been extracted, the best and easiest method of disposing of the bone is by grinding for fertilizer.

If this is not convenient, sell the bones as they are to a packer or fertilizer manufacturer. All packinghouse brokers handle such material, and pay market prices therefor, which is in the neighborhood of \$20 per ton, depending, however, upon the quality of the material and its class. Shop bones will yield around 10 per cent. grease, 35 per cent. fertilizer and 10 per cent. glue.

The oil in cattle bones may be extracted by cooking at a temperature under 212 degs. Fahr. for from 7 to 12 hours, as follows: Shins at 200 degs. Fahr., for 7 hours; skulls at 200 degs. Fahr., for 10 hours; jaws at 210 degs. Fahr., for 12 hours. Cattle feet are cooked at just under 212 degs. Fahr., the time depending on the size of the bones.



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THE  
NATIONAL PROVISIONER  
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Official Organ American Meat Packers' Association.

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## WHERE LIES THE TROUBLE?

Newspaper comment on the Wiley case has been largely favorable to Dr. Wiley and against Secretary Wilson. This perhaps was to have been expected, since the editorial writers based their conclusions on the accounts of the case appearing in their news columns. These accounts—whether from special writers or through the regular news channels—were controlled by the Washington correspondents who not only colored the reports in Dr. Wiley's favor, but actually suppressed almost every bit of testimony which was presented on the other side of the question. This is a broad statement, but it may be substantiated by reading the full stenographic report of the House Committee hearings. Such a study of the official report of the hearings might surprise some of these newspaper critics.

But while bias and ignorance might be ex-

## THE NATIONAL PROVISIONER.

pected in the comment of the daily press, it has been a little surprising to observe the attitude of other critics, who ought to know more of the actual situation. These latter seem also to accept the newspaper reports as embodying the facts, and they take the view in some instances that Secretary Wilson will have to resign because of the "disorganized condition" of his department.

If these critics looked into the actual situation a little more closely they might find that, while the Department of Agriculture is made up of some fifteen separate bureaus and divisions, evidences of any "disorganized condition" have lately manifested themselves in but one of these bureaus—the Bureau of Chemistry, the head of which is Dr. Harvey W. Wiley. Coupling a recollection of this fact with a careful reading of the unabridged and unexpurgated report of the recent House Committee hearings might enable an intelligent and fair-minded person to draw a conclusion somewhat different from that generally prevailing.

But, it will be said, the Bureau of Chemistry is the most important in the Department, and the vital issue centers in it, since upon it is dependent the safeguarding of the people's food supply. Is this true? The sensationalists may have made the public think so, but a study of the organization of the Department of Agriculture will reveal the fact that the Bureau of Chemistry is but one cog in the wheel.

Take, for instance, but one other subdivision of the department, the Bureau of Animal Industry. You never hear anything about this bureau in the daily press; its chief is not a notoriety-seeker and employs no press bureau. And yet this bureau has over three thousand employees upon its rolls—more than all the rest of the department put together—nearly all of whom are engaged in the enforcement of a most important food statute, the meat inspection act.

There is no desire to make an invidious comparison between these two bureaus, the scope and magnitude of the work of each, and the conditions of efficiency existing in each. And yet a comparison is inevitable, if one is to look into the alleged "disorganized condition" of the department, and is most illuminating under such circumstances.

Food interests coming under the supervision of the Bureau of Animal Industry have reason to know the efficiency of its methods, its rigorous and sweeping enforcement of the law delegated to it. Its task has been infinitely harder than that of the Bureau of Chemistry, and has been and is being accomplished with success and without friction inside or outside the department.

Why should two bureaus, similarly organized and subject to the same superior authority, and doing a parallel work in food law

enforcement, appear to achieve such different results—or, rather, to operate so differently? For that matter, compare any other of the fifteen sub-divisions of the department with the Bureau of Chemistry and ask the same question.

The answer, based upon a thorough study of the situation, and taking into consideration the side of the story carefully suppressed by the newspaper correspondents at Washington, might explain to the uninitiated the alleged "disorganized condition" of the Department of Agriculture—that is, that part of the department which is to any degree "disorganized." But as it also might reveal the clay feet of a certain newspaper idol, it is not likely that such a question will be publicly answered.

## BUSINESS MAN AND IDEALIST

Idealists are not all long-haired freaks with an inclination to let others do the work. Every man is more or less of an idealist. He looks forward to the time that he can have everything just to his own liking, his ideal condition, and this is one of the things which put ginger into the average man. He may be far from his ideal condition, but if he is striving for it he is a worker.

He is not letting any opportunities slip by, and it is this class of men who are making the business progress of the present time. They are looking for everything that will boost them on their way, and are not content to drop into ruts. They want to forge ahead and accomplish things.

The real business idealist is the man who is always looking forward to the perfection of his own business. He is thus working to advantage over the man who happens to be in business, but whose ideals lay in other directions, for he can forge ahead with the work in hand and feel that he is not only making a stepping-stone of the business, but also making that stepping-stone a part of the solid foundation which he knows must be laid to maintain the perfect conditions he dreams of in the future.

## LOOK BEFORE THEY LEAP

Instead of enacting a half-baked cold storage law the Massachusetts legislature created a commission to make a thorough investigation. This commission is already at work, and has begun inspecting cold storage warehouses. One of the first visited was the Quincy warehouse in Boston, which is a model plant, and which considerably surprised some of the investigators whose cold storage information had been gleaned from sensational sources. When a Massachusetts law is passed, it is more likely than some others to stand the test, both as to legality and practicability of its enforcement.

## TRADE GLEANINGS

The Putnam Fertilizer Works, of Eatonton, Ga., will erect a 10-ton fertilizer plant.

The Houston Packing Company's plant at Houston, Tex., has been damaged by fire.

Armour & Company's new branch house at Houston, Tex., was formally opened last week.

The Union Storage Company, Marion, Ala., will open bids on September 15, for its new fertilizer plant.

The death is reported of John Strugel, head of the Strugel Brothers Packing Company, Saginaw, Mich.

The International Provision Company, Reading, Pa., has been incorporated with \$5,000 capital stock.

Morris & Company have applied for a permit to erect a new branch house at El Paso, Tex. It is to cost about \$18,000.

It is reported that W. W. Hendricks, of Cookeville, Tenn., is planning the establishment of a fertilizer plant at Gadsden, Ala.

Swift & Company has declared the regular quarterly dividend of \$1.75 per share, payable October 1, to stock of record September 9.

The Dixie Guano Company, Suffolk, Va., has been chartered with a capital stock of \$50,000. A. R. Morris, of Saxton, Va., is president.

Judge Holt has appointed F. J. Waldryer receiver for George Dumrauf, manufacturer of butchers' fixtures, at 626 German Place, New York City.

The new lard refinery which Swift & Company are erecting at St. Joseph, Mo., is nearing completion. The new fertilizer building is also well advanced.

The Aulander Live Stock and Supply Company, Aulander, N. C., has been incorporated with a capital stock of \$100,000 by C. W. Mitchel and others.

The Grovania Cotton Oil Company, Macon, Ga., has been incorporated with a capital stock of \$30,000 by G. W. Smith, W. S. Riley and W. H. Smith, Jr.

The Roberts Cotton Oil Company, Memphis, Tenn., is proceeding with the erection of its cold press mill at Jonesboro, Ark. It will have a capacity of 80 tons of cotton seed.

H. McKee and G. M. Brown of Faunsdale, Ala.; H. N. Crawford of Jasper, Ala., and others have incorporated the Faunsdale Oil Mills, Faunsdale, Ala., with a capital stock of \$50,000.

The International Stock Yards Company, Millbrook, N. Y., has been incorporated with a capital stock of \$300,000 by H. S. Gould, R. Newman and J. C. Cannon, of 37 Wall street, New York City.

The Moss Point Fertilizer Company, Moss Point, Miss., has been incorporated with a capital stock of \$30,000 by J. W. Griffin and J. L. Dantzler of Moss Point; R. A. Farnsworth of Pascagoula, and others.

The branch house of Armour & Company at Birmingham, Ala., has been destroyed by fire, with a loss of \$200,000. The branch

house of Cudahy Packing Company also has been damaged by smoke and water.

The International Chemical Company of New York has acquired a large block of stock of the Central Manufacturing Company at Lockland, Ohio, and will construct a large plant east of the Central Manufacturing Company's factory, costing \$175,000.

At a meeting of the directors of the Davis Packing Company, recently organized at Cavendish, Vt., the following officers were elected: George P. Levey, president; Homer L. Skeels, vice-president; George J. Kenworthy, clerk; W. M. Bixby, treasurer; H. S. Davis, general manager.

State Auditor William H. O'Brien, receiver of the livestock and butcher business of Gustav A. Kestner, Jr., sold the slaughter and meat plant with five acres of land, at Lawrenceburg, Ind., to George W. Spraul, of the Spraul Canning firm, of Harrison, Ohio, for \$8,500.

Swift & Company have filed plans with the building inspector of Kearny, N. J., for a large frame building, which will be used for the manufacture of fertilizer. The structure will form part of the concern's large plant on the Kearny meadows. It will be 96 feet square and two stories high. The cost will be \$11,000.

Murdo McKenzie, for years president of the National Live Stock Association, and widely known among cattle breeders, has announced that he has accepted the management of a large packing company of Sao Paulo, Brazil, and will leave to assume his new duties in a month. McKenzie has been the head of a land and cattle company operating in Colorado, Texas, South Dakota and Canada for the last twenty years.

## A MUTTON SCARCITY PROBABLE.

Unstinted ridicule would probably be the portion of any forecaster with sufficient temerity to suggest a mutton shortage, and yet trade statistics can be easily and logically interpreted in that light, says Breeders' Gazette. Liquidation inaugurated in the West in consequence of drought last summer is being continued by the corn-belt this season in unrestrainable fashion, and those who invested in sheep during the recent period of high prices now display satisfaction when the stuff is off their hands, regardless of what it realizes.

An aggregate supply of 6,600,000 sheep and lambs at Chicago, Kansas City, Omaha, St. Louis and St. Joseph since January 1, a gain of approximately 1,100,000 compared with the same period of 1910, carries suggestion of plenty; but the figures spell impending scarcity to the trade, as they represent liquidation. For eight months the bulk of the sheep and lambs marketed in the whole country has been going to the butcher, the countryward movement of feeding and breeding stock being of miniature volume.

In July Chicago sent out but 31,400 feed-

ers, against 99,900 a year ago, while but 29,800 left Omaha compared with 82,500 last year. While the August movement shows some gain the discrepancy compared with that month last year will be even greater than July. That the West has already liquidated is indicated by serious contraction of market receipts from trans-Missouri points this summer, while the tide of supply is being kept at high level by liquidation in the Mississippi Valley.

Chicago has received about 200,000 more natives this summer than last, and every carload reaching the stockyards emphasizes the fact that corn-belt farmers are getting out of sheep as tumultuously as they were getting in not long ago. The outward movement during the same period has been of no consequence compared with the bovine rush countryward during the summer and fall of 1910. Up to last Saturday Chicago had shipped only about 90,000 feeding and breeding sheep and lambs compared with 316,000 during the same period last year. The figures speak for themselves.

Look over the titles of text-books offered on The National Provisioner's special lists and see if there isn't something there you need. Special prices to our patrons on application to The National Provisioner, 116 Nassau street, New York City.

## FINANCIAL.

Chicago, Aug. 31, 1911. Dividend of \$1.75 per share on the capital stock of Swift & Company will be paid on and after the first Monday in October, 1911, to stockholders of record September 9, 1911, as shown on the books of the company.—F. S. Hayward, secretary.

## PROPOSALS.

PROPOSALS FOR FLOUR, OATS, DRIED FRUIT, ETC.—Department of the Interior, Office of Indian Affairs, Washington, D. C., August 21, 1911. Sealed proposals, plainly marked on the outside of the envelope "Proposals, for flour, oats, dried fruit, etc., as the case may be, and addressed to the 'Commissioner of Indian Affairs, Sixteenth and Canal Streets, Chicago, Ill.,' will be received until 2 o'clock p. m., of Tuesday, September 19, 1911, and then opened, for furnishing the Indian Service with canned tomatoes, corn meal, cracked wheat, dried fruit, feed, flour, hominy, oats and rolled oats, during fiscal year ending June 30, 1912. Bids must be made out on Government blanks. Schedules giving all necessary information for bidders will be furnished upon application to the Indian Office, Washington, D. C., the U. S. Indian Warehouses at New York City, Chicago, Ill., St. Louis, Mo., Omaha, Neb., and San Francisco, Cal. The Department reserves the right to reject any and all bids, or any part of any bid.

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# FOR PURCHASING DEPARTMENTS

## COOLING IN THE BUTCHER SHOP.

The question of butcher shop refrigeration is one that has been brought to the attention of the retailer from many angles in recent months, especially since the ice problem became such an increasingly annoying one. The development of refrigerating machines in small units for butcher shop use has reached the point where such machines are available to any up-to-date marketman, whether he is a mechanic or not.

One of the cleverest bits of advertising addressed to the retail butcher in this connection is that of the Triumph Ice Machine Company of Cincinnati. In calling attention to the advantages of butcher shop refrigeration as compared to natural ice, and in setting forth the advantages of the Triumph "Minature," a typical up-to-date butcher shop refrigerating machine, the company discusses the question aptly as follows:

The approved cold storage temperature of fresh meat is from 32 to 34 degs. Fahr. The lowest possible temperature that can be obtained with ice is 40 degs. Fahr., so that any butcher using the ice block method of cooling is starting with a severe handicap.

That is one uncontested point in favor of mechanical refrigeration. Here is another. Ice is wasteful—quite a large proportion is lost before it ever reaches the cooling box, which is equivalent to melting money. What would you say of a man, woman or child who deliberately melted silver dollars?

We put this question to a butcher of our acquaintance, a very good man, by the way, and he said, \*\*\* ! ! ! — — — \*\*\* ! ! !, then, as an afterthought, he added, \*\*\*\*\* ! ! !. A butcher who does practically the same thing with ice is called a larimpoloso, if you know what that is.

Here is our third point. The ice block method of cooling produces wet, damp, moist, sloppy refrigeration. Mechanical refrigeration is colder, quicker, better, dryer, and therefore more sanitary.

Another reason: Mechanical refrigeration is cheaper. Did you get that? Mechanical refrigeration is cheaper. Cheaper, better, quicker, dryer, colder, more convenient and simpler, and still some butchers use ice.

Why? We put that question to our butcher friend, and he smiled at us in a pitying kind of way, and said, "Because, because," then he scratched his head and said, "Because" twice more. What he said the third time is unprintable. Finally he said: "Don't come here asking me a lot of tom fool questions; what's the blamed outfit worth, anyway?" Two days later a shipment left our factory consigned to Willie Wiseman, the butcher.

Ask little Willie now what he thinks of mechanical refrigeration, and he will say:

"Any 'gink' who uses ice nowadays ought to be shut in his refrigerator and roasted to death. Take it from me that for producing low temperatures the Triumph machine makes ice sweat by comparison and has the North Pole looking like a German beer garden in August."

And the cost, Willie? Tell the gentlemen from Missouri about the cost. "Cost," he will say, "don't amount to a row of beans. I cool 2,700 cubic feet, and ice cost me anywhere from \$40 to \$60 a month. I get better results now with the Triumph machine, and it only costs me \$3 to \$5 a month." (Willie's real name and address will be given to interested parties.)

Is mechanical refrigeration so much better, you ask? My dear sir! We hold a lead pipe cinch on the affections of scores of butchers who call us brother and weep tears of gratitude every time they think of what we have done for them. Mechanical refrigeration has absolutely and completely put the kibosh on ice cooling, and then some. The glacial period or ice block cooling days are past, my friend. Scores of meat markets, butchers galore, creameries, provisioners, dairymen and others use mechanical refrigeration.

These are the men who are making money; far-sighted business men who calculated the total cost of their ice bills and the value of their goods that went to waste, and then bought a Triumph "Minature" to save expense. This machine is a small, compact, reliable unit that can be driven by any kind of power; an electric motor is the best and is the simplest to operate. We furnish the complete installation and urge you to consider this question at once. Remember, if this outfit will not save money for you, we will not attempt to make the sale. When we undertake to install one of our machines, we know that operating expenses will be considerably reduced.

## BOSS SANITARY TANKS.

Sanitation is the password of up-to-date butchers and packers who take pride in the cleanliness of their establishments. In Cincinnati, where the slaughterhouses are within the city limits, particular care is taken to do away with offensive odors.

The Butchers' Packing Company, whose stockholders are retail butchers, besides slaughtering livestock and handling all kinds of meat products, also takes care of its fat trimmings and bones. In order to get the most profitable results this company has built a new addition for the installation of three 5 by 10 sanitary rendering and drying tanks of the new "Boss" type, furnished by The Cincinnati Butchers' Supply Company.

This firm also sold two 5 by 8 tanks to Jacob Ellin, Cincinnati, Ohio; one 5 by 8

tank to the Urbana Packing Company, Urbana, Ohio, one 5 by 8 tank to The C. Kalbitzer Packing Company, Wheeling, W. Va., and one 5 by 8 tank to the South Atlantic Packing and Provision Company, Savannah, Ga. The last two tanks have already been shipped, and will be erected in the near future. Butchers and packers wanting sanitary rendering and drying tanks can get full information by addressing The Cincinnati Butchers' Supply Company, Cincinnati, Ohio.

## CHICAGO BIG PIGS' FEET CONSUMER.

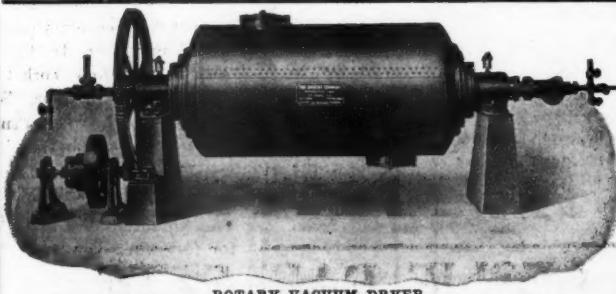
Chicagoans eat annually about 40,000,000 pigs' feet. Chicago is said to consume more pigs' feet annually than any other city in the country. The demand is the largest among the foreign-born or their descendants, but a large number of native Americans also are fond of the product. The Germans and Scandinavians are the largest consumers, many of those nationalities doing their own pickling, and eating the meat at all times of the year. Pigs' feet nearly always find a ready market, the biggest demand being in winter. Like oysters, pigs' feet have their regular season.

It is a notable fact that most of the lovers of pigs' feet are among the men of brawn and muscle. There is little or no demand for this article among the wealthy class, but the man who toils all day in the shop or open air is, as a rule, fond of pigs' feet.

## WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 20, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully-arranged index of the important items appearing in our columns is published every six months, and with this and a binder which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information. The binder is finished in red and black leather, with gold lettering, and sells for \$1.25. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

NO AGITATING ARMS. NO WEAR ON THE INNER SHELL.



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ABSOLUTELY ODORLESS

## THE BRECHT ROTARY VACUUM DRYER

FOR  
BLOOD, TANKAGE AND BONES  
HAS NO EQUAL FOR ECONOMY IN OPERATING  
AND MAINTENANCE  
PRODUCES DRY TANKAGE AT ONE HALF THE COST OF ANY  
OTHER STEAM DRYER MANUFACTURED

## BY-PRODUCTS MACHINERY

Manufactured by

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Established 1853

NEW YORK, 174-176 Pearl St. DENVER, 14th & Wazee St.

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HAMBURG BUENOS AIRES

# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Conshohocken, Pa.—The Conshohocken Ice Company has been incorporated with a capital stock of \$5,000.

Moundsville, W. Va.—The Eureka Ice and Storage Company has been chartered with a capital stock of \$25,000 by T. Gatts, H. Reggs and others.

St. Louis, Mo.—The Frisco Refrigerator Line has been incorporated with a capital stock of \$5,000 to operate refrigerator cars for fruit. W. B. Beddle, W. C. Nixon and others are the incorporators.

Central City, Neb.—The Central City Ice Company has been incorporated with a capital stock of \$20,000 by J. F. Pease, W. F. Jarman, E. Saylor and others. A plant of 20 tons capacity is to be installed.

## ICE NOTES.

Cherokee, Ia.—Fire destroyed the Illinois Central icehouse last week.

Marion, Ala.—The Union Storage Company contemplates installing a 10-ton ice plant.

Montgomery, Ala.—The Alabama-Georgia Syrup Company will erect a cold-storage plant.

Kingtree, S. C.—McCoy Martin, Charleston, S. C., will not erect his ice plant this fall.

Eau Claire, Wis.—The West Eau Claire Ice Company has suffered a fire loss of \$7,000.

Red Bank, N. J.—The Matawan Ice Company has sold its plant to Stultz & Bauer, of Keypoint.

New Orleans, La.—The plant of the Home Ice Manufacturing Company has been damaged by fire.

Timmonsville, S. C.—A 10 to 20-ton ice plant is to be installed by the Carolina Lumber and Power Company.

Caldwell, Tex.—M. L. Womack and C. C. Nelson have purchased the Caldwell light and ice plant from J. M. Cypher.

St. Paul, Minn.—The Minnesota Transfer Railway Company has taken out a permit for additional refrigerating facilities.

Sturgis, Ky.—W. W. Wynn will organize a company with \$15,000 capital stock to erect an ice factory and water-works.

Holdingford, Minn.—A creamery plant owned by Bridgeman & Russell Company, of Duluth, has been destroyed by fire.

Bay City, Tex.—M. Thompson, O. J. Doubeck and B. E. Norvell are interested in the establishment of a creamery plant.

North Adams, Mass.—Seven large icehouses owned by M. Mausert have been destroyed by fire. The loss is estimated at \$25,000.

Los Angeles, Cal.—The Redondo Ice and Cold Storage Company has awarded contracts for the erection of a 10-ton ice plant, to cost \$15,000.

Portland, Ore.—The National Cold Storage and Ice Company has purchased ground adjoining its present plant, and will erect an addition.

Denver, Colo.—A petition has been filed in the United States court asking that the Capital Ice and Storage Company be adjudged a bankrupt.

Baltimore, Md.—The American Ice Company has awarded contract to Mortimer & Company, New York, to erect ice plant on Franklin street.

St. Joseph, Mo.—The Burlington Railroad has broken ground for its \$30,000 ice house in the Florence yards. The new house will have a capacity of 10,000 tons.

Clay Center, Kan.—Fire greatly damaged the plant of the Clay County Produce Company, a cold storage, creamery, chicken feeding and cleaning and egg handling establishment.

Augusta, Ga.—The People's Ice Company has awarded contract for improvements costing \$150,000. A 4,000-ton ice-storage house, cold-storage plant will be erected. The ice plant will be increased from 30 to 130 tons.

Brownwood, Tex.—The work of rebuilding the plant of the Brownwood Ice and Fuel Company, which was destroyed two months ago by fire, is progressing rapidly, and already enough of the building is completed, so the company have moved the office there. The new plant when completed will have a capacity of 70 tons per day.

Burlington, Vt.—At the annual meeting of the stockholders of the Baldwin Refrigerator Company, held last week, the following directors were elected: Elias Lyman, W. F. Hendee, W. E. Greene, E. J. Booth, G. A. Hall, E. E. Smith and F. E. Burgess. The directors elected Mr. Lyman president, Mr. Hendee vice-president, Mr. Greene treasurer and E. E. Smith secretary and manager.

## REFRIGERATION AS A CURE.

It is amazing that the medical profession has made so little therapeutic use of cold producing machinery, as it is many years since it was discovered that there was some mysterious therapeutic virtue in the breathing of cold air, says American Medicine.

Consumptives, for instance, were found to improve in winter but not in summer, and they made extraordinary progress toward recovery where the temperature was far below zero Fahr., while in hot climates the rapid mortality is dreadful.

Then came the startling discovery that in many respiratory diseases, particularly the pneumonias of children, cold air was almost

a specific even when both lungs were greatly involved and death was certain if the patient was kept indoors in a warm room.

In the winter we rig up rooms on the roof or veranda for the benefit of the cold, but in summer we hold up our hands helplessly and let the sick die instead of creating the cold air they need. We give them cold storage in the morgue after they are dead instead of keeping them alive by it.

There is no earthly reason for this helplessness, when it is such a simple matter to cool the air of hospitals. All that is needed is a steam coil or radiator in which cold brine circulates instead of hot water. Instead of radiating heat it is an absorber, and the air forced around the pipes may be cooled to any required degree.

Calculations show that what is described in the trade as "one kilowatt ammonia compression set" is sufficient to reduce the temperature of all the air needed to ventilate a twelve-bed ward from 95 degs. to 55 degs. This equipment can be installed on a base ten feet square. The pumps and fans being run by electricity there is no engine to bother with, and the ammonia which may leak out will not annoy if the apparatus is in the basement.

The air is damp when it leaves the coils, but it warms up en route to the room or can be warmed so as to be delivered dry. The coils of course drip moisture deposited from the air as it is cooled and cannot be put in the living room. The air should be delivered near the floor and the escape valves put at the ceiling for the warmed impure air.

The details can be worked out by any engineer or architect who knows how, and very short experience will show how to keep the room at any required degree. We can defy the death-dealing hot season, particularly in the case of the sick babies now slaughtered by every hot wave. From experience of the benefit of the very slight reduction of air temperature by storms in the tropics, we have no doubt that if all tropical hospitals were so equipped the record of cures would be several times what they now are, and the home-going stream of invalids enormously reduced.

## REFRIGERATION TRADE IN ITALY.

The cold storage trade in Italy seems to be in its very infancy, writes Commercial Agent Henry Studniczka to the Bureau of Manufactures. Milan, Genoa, Naples and Rome have only two or three refrigerating plants each. In Milan Consorzio, Burno & Congorzo have a large refrigerating plant, with one or two branch houses in the in-

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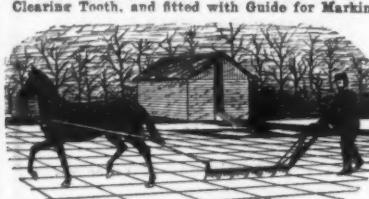
Catalogs.

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### B. B. AMMONIA may be obtained from the following:

ATLANTA, Morrow Transfer & Storage Co.  
BALTIMORE, Jos. S. Wernig.  
BIRMINGHAM, Kates Transfer & Storage Co.  
BOSTON, 120 Milk St., Chas. P. Duffee.  
BUFFALO, Keystone Warehouse Co.  
CHICAGO, F. C. Schapper, Wakem & McLaughlin  
CINCINNATI, Pan Handle Storage Warehouse,  
The Burger Bros. Co.  
CLEVELAND, General Cartage & Storage Co.,  
Henry Bollinger.  
DETROIT, Riverside Storage & Cartage Co.,  
Ltd., Newman Bros. Inc.  
DALLAS, Oriental Oil Co.  
FORT WORTH, Western Warehouse Co.  
HOUSTON, Texas Warehouse Co.  
INDIANAPOLIS, Railroad Transfer Co.  
JACKSONVILLE, St. Elmo, W. Acosta.  
KANSAS CITY, Crutcher Warehouse Co.  
LIVERPOOL, Peter R. McQuie & Son.  
LOS ANGELES, United Iron Works.  
LOUISVILLE, Louisville Public Warehouse Co.

MEMPHIS, Patterson Transfer Co.  
MILWAUKEE, Central Warehouse.  
MEXICO, D. F., Ernst O. Heindorf.  
NEWARK, Brewers' & Bottlers' Supply Co.  
NEW ORLEANS, Iron Warehouses.  
NEW YORK, Roessler & Hasslacher Chemical Co.  
Shipley Construction & Supply Co.  
NORFOLK, Nottingham & Wren Co.  
OKLAHOMA CITY, O. K. Transfer & Storage Co.  
PHILADELPHIA, Henry Bower Chemical Mfg. Co.  
PITTSBURGH, Pennsylvania Transfer Co., Ltd.,  
Mueller & Kusen.  
PROVIDENCE, Rhode Island Warehouse Co.  
ROCHESTER, Rochester Carting Co.  
ST. LOUIS, McPheeters Warehouse Co., Pilisby  
Becker Eng. & Sup. Co.  
SAVANNAH, Benton Transfer Co.  
SAN FRANCISCO, United Iron Works.  
SPOKANE, United Iron Works.  
SEATTLE, United Iron Works.  
TOLEDO, Moreton Truck & Storage Co.  
WASHINGTON, Littlefield, Alvord & Co.

terior, their principal business being the shipment of butter and cheese to Great Britain. They own 35 refrigerator cars and ship an average of 320 carloads of these dairy products annually to English buyers. Garavaglia & Co., of Milan, also own a small number of refrigerator cars in connection with their cold storage plant, and ship approximately 130 cars of butter and cheese a year to the United Kingdom. Sufficient ice is used at the starting point to carry the shipment to destination.

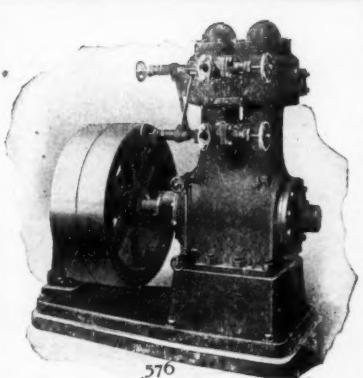
The Societa Anonima Magazzini Frigoriferi is transporting in refrigerator cars to different interior cities the frozen Argentine meat stored in its Genoa plant on arrival from South America. The cars are iced sufficiently to carry them to their destination. Genoa has been importing during the last three years large quantities of frozen Argentine meat, and ship chandlers state that American packing firms with heavy investments in Argentina do not care to supply the Italian markets from their establishments in the United States.

Naples imports Australian and New Zealand frozen meats via the Suez Canal. Australian and Argentine meats are retailing in different cities at 18 to 22 cents per pound, when the same cuts of fresh Italian meats are selling at 28 to 32 cents. The trade of these foreign meats is on the increase in most of the large Italian cities.

In Naples Mr. Luigi Starita has introduced some special Armour & Company cuts, such as tenderloins, ribs and shoulders, with most satisfactory results, and is now opening up several retail butchers' shops for the exclusive sale of these meats. Mr. Starita is also president of the Cirio refrigerating plant at Naples, which now has a storage capacity of some 250 tons. He states that this plant will have to be materially increased during the next two years. The Nuovo Impianto Frigorifero in Naples has only recently been reopened after having its capacity much enlarged.

In Rome two firms are in the business. One, brewery, Fabrica di Birra Ferrari, manufactures ice for sale, in addition to its beverage production, and is shipping beer in small boxes filled with ice to its customers in other parts of Italy. The cold storage plant, La Ghiacciaia Romana, of which Mr. Leopoldo di Rosa is president, is doing an unsatisfactory business, as it can not secure sufficient merchandise for storage in a refrig-

### WATCH PAGE 48 FOR BARGAINS



SIZES—8 to 17 Tons

## YORK ICE MACHINES

comprise all sizes and types  
of the ammonia compression  
and absorption systems of  
ice-making and refrigeration.

Our enclosed types are made with engine or for belt drive-single cylinder  $\frac{1}{2}$  to 6 tons; double cylinder 8 to 17 tons. Bulletin 42.

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facturers in the World*

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country. Ask Armour, Swift, Sulz-  
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E. H. Stanton & Co.—or look through  
their plants and see for yourself!  
Then write us for catalogues and  
prices.

**JONES COLD STORE DOOR CO.**

Hagerstown, Maryland

(Continued on page 32.)

## STOCKS OF PROVISIONS.

(Continued from page 15.)

## MOVEMENT OF PRODUCT.

## Received.

	Aug., 1911.	Aug., 1910.
Pork, bbls.	668	408
Lard, gross weight, lbs.	1,068,700	4,130,000
Meats, gross weight, lbs.	21,114,500	21,047,600
Live hogs, number.	506,511	464,373

## Shipped.

	9,345	10,612
Lard, gross weight, lbs.	25,102,700	30,666,800
Meats, gross weight, lbs.	56,204,100	52,178,900
Live hogs, number.	121,136	109,593
Dressed hogs, number.	3,763	284
Average weight of hogs received August, 239 lbs.; August, 1910, 255 lbs.; August, 1909, 232 lbs.		

## Kansas City.

Aug. 31, 1911. Aug. 31, 1910.

Mess pork, bbls.	243	
Other kinds of barreled pork, bbls.	4,698	2,724
P. S. lard, contract, tcs.	6,896	7,217
Other kinds lard, tcs.	5,655	4,922
Short rib middles, lbs.	6,065,200	1,920,900
Extra S. R. middles, lbs.	3,527,300	403,800
Short clear middles, lbs.	131,100	169,300
Extra S. C. middles, lbs.	5,707,000	3,400,100
Long clear middles, lbs.	48,000	111,200
D. S. shoulders, lbs.	391,600	399,800
D. S. bellies, lbs.	6,003,900	3,408,300
S. P. shoulders, lbs.	154,400	87,900
S. P. hams, lbs.	10,789,500	9,554,400
S. P. bellies, lbs.	4,481,700	2,361,200
S. P. Calif. hams, lbs.	4,417,300	2,485,300
S. P. skinned hams, lbs.	2,168,900	2,124,900
Other cut meats, lbs.	9,586,900	5,002,200
Total cut meats, lbs.	53,826,800	31,519,300

## LIVE HOGS.

Aug. 1911. Aug., 1910.

Received	137,500	128,794
Shipped	22,158	16,402
Driven out	115,722	111,122
Average weight, lbs.	201	206

## Omaha.

Aug. 31, 1911. Aug. 31, 1910.

Mess pork, lbs.	475	465
Other of barreled pork, bbls.	2,094	1,656
P. S. lard, contract, tcs.	5,483	3,543
Other kinds lard, tcs.	2,258	2,127
Short rib middles, lbs.	2,909,614	5,582,700
Short clear middles, lbs.	558,241	1,049,674
Extra S. C. middles, lbs.	7,701,405	3,713,800
Extra S. R. middles, lbs.	3,496,120	1,245,500
D. S. shoulders, lbs.	423,458	250,000
S. P. shoulders, lbs.	622,000	317,900
S. P. hams, lbs.	6,556,232	5,703,400
D. S. bellies, lbs.	4,343,710	1,858,815
S. P. bellies, lbs.	3,334,354	1,860,400
S. P. Calif. or picnic hams, lbs.	2,418,949	2,027,700
S. P. skinned hams, lbs.	4,612,575	3,577,600
Other cut meats, lbs.	4,542,791	3,972,722
Total cut meats, lbs.	41,519,449	31,160,211

## LIVE HOGS.

Aug. 1911. Aug., 1910.

Received	161,265	172,207
Shipped	33,452	35,595
Driven out	127,813	136,612
Average weight, lbs.	253	259

## St. Joseph.

Aug. 31, 1911. Aug. 31, 1910.

Mess pork, new, made since Oct. 1, '10, bbls.	6	8
Other kinds of barreled pork, bbls.	1,124	1,679
P. S. lard in storage tanks and tierces made since Oct. 1, '10, tcs.	3,953	1,094
Other kinds of lard, tcs.	2,225	1,142

## THE NATIONAL PROVISIONER.

## Milwaukee.

Aug. 31, 1911. Aug. 31, 1910.

Short rib middles made since Oct. 1, '10, lbs.	3,486,426	5,344,577
Extra S. C. middles made since Oct. 1, '10, lbs.	2,270,097	805,445
Extra S. R. middles, lbs.	1,045,779	69,000
Long clear middles, lbs.	89,816	63,409
D. S. shoulders, lbs.	72,939	125,501
S. P. hams, lbs.	5,406,920	3,615,130
S. P. shoulders, lbs.	49,000	62,000
D. S. bellies, lbs.	6,339,834	1,762,293
S. P. bellies, lbs.	1,928,260	671,240
S. P. Calif. or picnic hams, lbs.	4,628,100	2,131,000
S. P. skinned hams, lbs.	1,597,830	1,909,370
Other cut meats, lbs.	2,595,218	3,927,469
Other cut meats, dry salt, lbs.	1,682,000	59,000
Other cut meats, pickled, lbs.	78,900	.....
Total cut meats, lbs.	31,496,119	20,844,434

## LIVE HOGS.

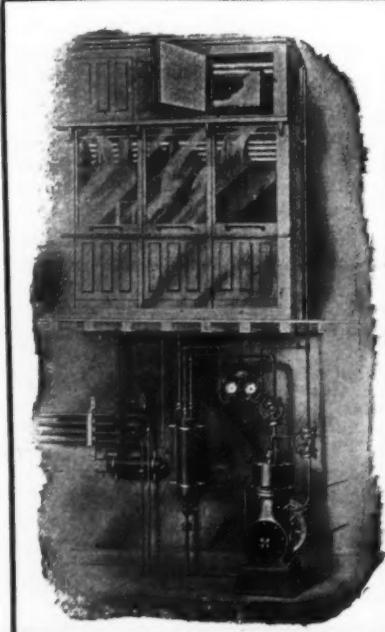
Aug., 1911. Aug., 1910.

Received	112,203	109,547
Shipped	11,145	5,528
Driven out	100,772	104,045
Average weight, lbs.	233	239

## STOCKS OF LARD

Cable advices to the N. K. Fairbank Company give the following estimates of the lard stocks held in Europe and afloat on September 1, to which are added the estimates of former years, and stocks in cities named:

1911.	1911.	1910.	1910.	1909.	1908.
Sept. 1.	Aug. 1.	Sept. 1.	Sept. 1.	Sept. 1.	Sept. 1.
Liverpool and Manchester	32,000	35,000	19,000	17,500	24,000
Other British ports	23,000	27,000	17,000	16,000	13,000
Hamburg	22,000	16,000	8,000	9,000	15,000
Bremen	2,500	2,000	1,000	2,000	3,000
Berlin	9,000	10,000	500	3,000	1,000
Baltic ports	18,000	20,000	9,000	9,000	11,000
Amsterdam, Rotterdam, Mannheim	2,000	1,400	1,500	1,000	2,500
Antwerp	2,500	2,500	3,000	3,000	2,500
French ports	4,000	4,000	None	None	4,000
Italian and Spanish ports	1,500	2,000	100	100	1,000
Total in Europe	116,500	119,900	59,100	60,600	75,250
Afloat for Europe	30,000	35,000	35,000	24,000	50,000
Total in Europe and afloat	146,500	148,444	94,100	84,600	124,500
Chicago prime steam.	117,747	148,444	37,822	31,404	36,259
Chicago other kinds.	29,920	43,897	16,966	9,192	23,477
East St. Louis	900	1,500	1,150	750	7,500
Kansas City	12,551	16,952	14,929	12,139	12,373
Omaha	7,741	11,778	8,273	5,670	5,782
New York	6,539	8,210	1,012	1,693	4,031
Milwaukee	6,178	8,152	2,073	2,236	3,301
South St. Joseph	6,178	8,152	2,073	2,236	5,094
Total tierces	328,076	393,633	176,325	147,684	206,251



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Machines can be installed during the cold weather, without interruption to your business.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Prices Hesitate—Speculative Interest Limited—Stocks Show Good Decrease—World's Lard Stock Falling Off—Hog Movement Increasing This Week—Uncertainty as to the September Hog Receipts—Feed Stuffs Conditions Improving.**

There has been no important movement in the future markets this week, and the volume of speculation has been comparatively limited. Prices were fairly steady at the close of last week and showed firmness at the opening Tuesday, but on a better movement of live hogs at Western points showed some reactionary tendency. The movement of hogs at all points on Wednesday was the heaviest for several weeks, and while it may have been partly due to the holidays interfering with shipments, and bringing hogs forward in an irregular way, still the effect on the market was to cause some speculative selling.

The question which is interesting the trade materially is whether the fall movement will begin immediately with this month, or whether the movement will be delayed until later. There are two very distinct views held on the subject, and some well-informed people are looking for a rather free movement this month.

The government report, which will be issued Saturday, is looked forward to with a great deal of interest. This report will show the number of stock hogs for fattening compared with last year. The reports are made in percentages, so that it is rather difficult to arrive at any exact figures of increase or decrease. Last year the report showed that the number for fattening was 100.3 per cent. of the previous year's total, while the preceding year the amount was only 88.9 per cent. of the 1908 supply. The condition of the hogs as to healthfulness was given last year at 96.6 compared with 94.9 the preceding year. The private reports have tended to indicate a fairly good supply

of hogs in the country, although with the very trying conditions seen early in the season, the number is possibly less than it would have been with favorable feed stuffs conditions.

The question of maturing hogs for market is a rather trying one this year. With corn 8 to 9c. per bu. over last year, and oats 10 to 11c. over last year, and all other feed stuffs in proportion, the net results are not very satisfactory, particularly when the price of the livestock is taken into consideration. With feed stuffs, as stated, considerably higher than last year, the average price of hogs last week was \$7.23 at Chicago compared with \$9.04 a year ago. On the basis of the estimated cost of feed stuffs values, hogs ought to bring considerably more than last year, 75 to 80c. per 100 lbs., while instead of that they are nearly \$1.75 per 100 under last year.

The statement of product stocks at Chicago for the past month showed, as anticipated, a fairly good decrease in all product. The decrease in pork was about 12,000 bbls.; lard 43,000 tcs., and the total stock of meats showed a decrease of 25,000,000 lbs. The aggregate stock of all kinds of product was 42,000,000 lbs. less than a month ago, but about 55,000,000 lbs. more than for the corresponding time last year. The decrease in the world's stock of lard was very considerable. The falling off in the stocks in and afloat for Europe was not so heavy, only about 8,000 tcs., but the decrease in America was about 51,000 tcs. The principal decrease was in the Chicago stock, but there was a general falling off at all points.

The situation as to the foreign demand for hog product is attracting a good deal of attention. There is further evidence that Europe is an urgent buyer of edible fat supplies of all kinds, and has recently been a good buyer of manufacturing fats, absorbing a great deal of palm oil, which would ordinarily have come to this country. The

high price of feed stuffs on the other side makes the cost question a very serious one, and it is possible that this will enter into the situation later in the season in a very important degree. Some are under the impression that the high feed stuffs prices will result in a general selling movement of livestock on the other side, reducing supplies, which will later result in an active demand for American products.

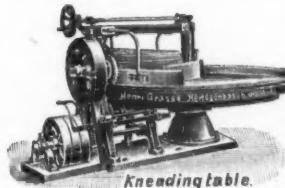
There has been a material improvement in the feed stuffs situation the past few weeks. During the week just ended there have been generous rains throughout almost the entire country. The State reports which have been received from leading Western States have tended to indicate an improvement in the condition of feed crops, particularly corn. The great State of Iowa has reported a gain of six points in condition. A private report on Illinois shows a gain of 14 points in that State, while the Missouri official report shows a gain of a little under ten points. The government report for September was issued at the close of the market on Friday of this week, and a great many, both buyers and sellers of hog products, and important manufacturers, were inclined to wait during the week for the report, in order to get a clear idea of the feed stuffs situation, and probable feed stuffs costs.

**BEEF.**—The market is very firm, with the moderate movement of cattle. Offerings from the West are light and supplies on the spot very moderate. Quoted: Family, \$13.50@14; mess, \$12.50@13; packet, \$13@13.50; extra India mess, \$19@19.50.

**PORK.**—Trade is quiet, with the market about steady. There has been very little change. Offerings from the West are moderate. Mess is quoted at \$18.75@19.25; clear, \$16.75@17.50; family, \$19.50@20.

**LARD.**—The market is quiet and firm. Prices have been slowly advanced and refined lard shows a considerable improvement for the week. City steam, \$9.37½ bid; Mid-

# BUTTERINE MACHINERY

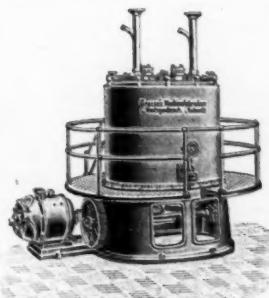


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dle West, \$9.65@9.70; Western, \$10.10; refined Continent, \$10.30; South American, \$11; Brazil, kegs, \$12; compound, lard, 7 1/4 @ 8 1/4 c.

SEE PAGE 29 FOR FRIDAY'S MARKETS.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, September 6, 1911:

**BACON.**—Antilla, 17,566 lbs.; Antwerp, Belgium, 120,576 lbs.; Abo, Russia, 13,125 lbs.; Colon, Panama, 3,505 lbs.; Gibraltar, Spain, 28,212 lbs.; Genoa, Italy, 142,700 lbs.; Glasgow, Scotland, 61, 898 lbs.; Hamburg, Germany, 12,696 lbs.; Hull, England, 174,663 lbs.; London, England, 1,612 lbs.; Naples, Italy, 10,086 lbs.; Port au Prince, W. I., 1,455 lbs.; Para, Brazil, 14,142 lbs.; Raumo, 12,500 lbs.; Santos, Brazil, 6,600 lbs.; Stockton, England, 2,709 lbs.; Uleaborg, Russia, 50,301 lbs.; Wiborg, Russia, 50,622 lbs.

**HAMS.**—Antilla, 10,031, lbs.; Antwerp, Belgium, 377,500 lbs.; Colon, Panama, 6,972 lbs.; Corinto, Peru, 502 lbs.; Glasgow, Scotland, 165,000 lbs.; Hamilton, W. I., 2,977 lbs.; Havana, Cuba, 8,360 lbs.; Hull, England, 393,407 lbs.; La Guaira, Venezuela, 7,693 lbs.; London, England, 8,753 lbs.; Mazatlan, Mexico, 763 lbs.; Nassau, W. I., 1,944 lbs.; Port au Prince, W. I., 8,500 lbs.; St. Johns, N. F., 17,690 lbs.; Sunderland, England, 2,727 lbs.; Southampton, England, 82,135 lbs.; Vera Cruz, Mexico, 3,973 lbs.

**LARD.**—Antilla, 41,782 lbs.; Antwerp, Belgium, 668,366 lbs.; Algoa Bay, Africa, 17,588 lbs.; Aberdeen, Scotland, 12,425 lbs.; Belfast Ireland, 2,800 lbs.; Bergen, Norway, 18,868 lbs.; Catania, Sicily, 11,000 lbs.; Curacao, Leeward Islands, 7,068 lbs.; Colon, Panama, 36,340 lbs.; Christiania, Norway, 26,250 lbs.;

Cartagena, Colombia, 25,150 lbs.; Dantzig, Germany, 10,940 lbs.; Delagoa Bay, Africa, 16,000 lbs.; Drontheim, Norway, 9,500 lbs.; Glasgow, Scotland, 97,650 lbs.; Gibraltar, Spain, 50,400 lbs.; Guayaquil, Ecuador, 3,000 lbs.; Havana, Cuba, 14,606 lbs.; Hamburg, Germany, 521,640 lbs.; Hamilton, W. I., 1,611 lbs.; Hull, England, 106,400 lbs.; Koenigsberg, Germany, 24,728 lbs.; La Palmas, 3,100 lbs.; La Guaira, Venezuela, 16,360 lbs.; Leith, Scotland, 17,750 lbs.; London, England, 255,600 lbs.; Manchester, England, 244,600 lbs.; Messina, Sicily, 3,300 lbs.; Messina, 4,500 lbs.; Nassau, W. I., 13,270 lbs.; Naples, Italy, 27,300 lbs.; Palermo, Sicily, 14,600 lbs.; Para, Brazil, 6,645 lbs.; Port au Prince, W. I., 53,801 lbs.; Rostock, Germany, 27,500 lbs.; Riga, Russia, 5,500 lbs.; Stettin, Germany, 735,907 lbs.; Santa Marta, 850 lbs.; Southampton, England, 10,500 lbs.; Stavanger, Norway, 18,750 lbs.; Trapani, Italy, 5,830 lbs.; Vera Cruz, Mexico, 15,366 lbs.; West Hartlepool, England, 340,578 lbs.

**LARD OIL.**—Antwerp, Belgium, 5 bbls.; Genoa, Italy, 35 bbls., 25 tcs.; Hamburg, Germany, 165 bbls.; Vienna, Austria, 70 bbls.

**PORK.**—Colon, Panama, 12 bbls.; Curacao, Leeward Islands, 16 bbls.; Hamburg, Germany, 125 bbls.; Hull, England, 45 bbls.; Nassau, W. I., 38 bbls.; Port au Prince, W. I., 96 bbls.; St. Johns, N. F., 809 bbls.

**SAUSAGE.**—Antwerp, Belgium, 55 pgs.; Genoa, Italy, 100 bxs.

John, N. F., 587 bbls.; Southampton, England, 79,284 lbs.

**OLEOMARGARINE.**—Cartagena, Colombia, 1,800 lbs.; Colon, Panama, 11,615 lbs.; Curacao, Leeward Islands, 2,968 lbs.; Kingston, W. I., 2,000 lbs.; Nassau, W. I., 1,585 lbs.; Port au Prince, W. I., 1,128 lbs.

**CANNED MEAT.**—Antwerp, Belgium, 575 pgs.; Algoa Bay, Africa, 717 pa.; Colon, Panama, 167 pa.; Delagoa Bay, Africa, 185 pa.; Glasgow, Scotland, 745 cs.; Hamburg, Germany, 345 cs.; Hull, England, 668 pa.; La Paz, A. R., 24 cs.; La Guaria, Venezuela, 53 pgs.; London, England, 4,080 cs.; Manchester, England, 718 cs.; Nassau, W. I., 107 pa.; St. John, N. F., 27 pa.; Southampton, England, 150 cs.; Tampico, Mexico, 5 cs.; Vera Cruz, Mexico, 32 pgs.

#### EXPORTS OF PROVISIONS

Exports of **hog** products for the week ending Saturday, September 2, 1911, with comparative tables:

##### PORK, BBLs.

	Week ending Sept. 2, 1911.	Week ending Sept. 3, 1911.	From Nov. 1, '10, to Sept. 2, 1911.
To—			
United Kingdom..	215	171	20,199
Continent .....	180	484	10,093
So. & Cen. Am...	244	518	19,595
West Indies .....	1,221	467	39,052
Br. No. Am. Col.	500	287	12,476
Other countries ..	.....	.....	1,382
Total .....	2,430	1,927	102,797

##### MEATS, LBS.

	United Kingdom..	5,353,000	4,495,325	267,672,005
Continent .....	636,625	396,375	32,751,325	
So. & Cen. Am...	115,125	93,975	5,438,000	
West Indies .....	301,750	154,525	11,609,678	
Br. No. Am. Col.	4,800	9,600	196,225	
Other countries ..	7,200	2,400	331,100	
Total .....	6,418,500	5,152,200	318,058,423	

##### LARD, LBS.

	United Kingdom..	3,235,700	2,936,040	206,540,859
Continent .....	3,622,950	3,436,100	208,788,655	
So. & Cen. Am...	484,100	456,500	22,902,050	
West Indies .....	1,150,000	573,900	37,722,517	
Br. No. Am. Col.	.....	9,418	725,481	
Other countries ..	3,000	22,900	1,873,000	
Total .....	8,495,750	7,434,558	478,553,462	

RECAPITULATION OF THE WEEK'S EXPORTS.			
Pork, bbls.	Meats, lbs.	Lard, lbs.	
New York .....	1,655	3,729,725	4,364,500
Boston .....	.....	950,775	189,250
Philadelphia .....	.....	25,000	1,227,000
New Orleans .....	705	97,000	735,000
Montreal .....	.....	1,513,000	1,549,000
Mobile .....	.....	103,000	431,000
Total week .....	2,450	6,419,500	8,495,750
Previous week .....	1,711	9,406,400	9,359,419
Two weeks ago .....	2,740	6,533,575	7,143,200
Cor. week last yr .....	1,027	5,152,200	7,434,558

COMPARATIVE SUMMARY OF EXPORTS.			
From Nov. 1, 1910, to Sept. 2, 1911.	Same time last year.	Increase.	
Pork, lbs. ....	20,559,400	18,357,400	2,202,000
Meats, lbs. ....	318,058,423	246,019,385	72,039,038
Lard, lbs. ....	478,553,462	333,628,208	144,925,254

##### OCEAN FREIGHTS.

	Liverpool, Per Ton.	Glasgow, Per Ton.	Hamburg, Per 100 lbs.
Beef, per tierce.....	15/	15/	@24c.
Oil Cake .....	7/6	8c.	@13c.
Bacon .....	15/	15/	@24c.
Lard, tierces .....	15/	15/	@24c.
Cheese .....	20/	25/	@48c.
Canned meats .....	15/	15/	@24c.
Butter .....	25/	30/	@48c.
Tallow .....	15/	15/	@24c.
Pork, per barrel .....	15/	15/	@24c.

\*Cargo estimated by steamship company. 1.—Butter, 181 pkgs. 2.—Butter, 300 pkgs.

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# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—Extremely light supplies continue to be the dominating influence in the tallow situation and as a result values during the past week have attained new high levels for the movement. It was asserted that demand was above what had been previously expected to be seen in the event of any decided gain in values, but it was difficult to supply this inquiry owing to the general scarcity. In explanation of the increased demand, it was stated that several consuming interests had not been in sympathy with higher prices and had believed a sustained bull movement was rather impossible, and owing to this supposition, had refrained from buying. Practically the same conditions obtained in the West as in local quarters, and while of course supplies are greater there, the demand is also larger, so that in proportion the amount of tallow to be had is insignificant. The fact that the West bought at this center several days ago was not without comment.

Sentiment generally favors a continuance of the firm tone at least until supplies become more abundant. It is thought that this will not occur until later in the fall, as at present cattle being received are not fat, being mainly of the grass fed sort, whereas later arrivals will derive benefits from the feed crops. It will be remembered however, that at the best these are below the average.

The foreign situation is one of firmness and at the last auction sale the liberal quantity of 1,953 casks were offered for sale, of which 1908 were absorbed at an advance of 1s. Sentiment abroad is bullish in the main on the general oil and fat situation, and although business with foreigners has not been important recently, it has been mainly because domestic requirements have absorbed offerings at a shade better figures than those bid by foreigners. Prime city tallow was quoted at 7½@7¾c. in hhds.; country, 6½@7c., in tcs.; as to quality and specials, 7%@7½c., in hhds.

SEE PAGE 38 FOR FRIDAY'S MARKETS.

**STEARINE.**—In line with the general improvement in the grease and oil situation, values have scored further advances. Demand has been fair with holders taking ad-

vantage of conditions selling only moderately on the scale up. Prices were quoted up to 11c. for oleo, with sales at that figure.

**COCONUT OIL.**—Prices are steady both spot and to arrive. The foreign markets are higher and offerings here are small, while Europe has been steadily absorbing edible oils at steadily advancing prices. Quotations: Cochin, spot 13@14c.; shipment, 11@12c., September-October arrival; September-October coast shipment, 10@10½c.; Ceylon, spot, 10½@11½c.; shipment, 10@10½c., September-October.

**PALM OIL.**—The market is strong and higher. Soap makers have bought owing to the strength of tallow and other fats, while the demand from European manufacturers has been on a large and increasing scale. Quoted: Prime red, spot, 7½c.; do., to arrive, 7c.; Lagos, spot, 7¾c.; do., to arrive, 7½c.; palm kernels, 9½c.; shipments, 9¾c.

**CORN OIL.**—Prices have been advanced by the leading makers owing to the general strength of all oils and the rise in competing products. Prices are quoted at \$6.50.

**SOYA BEAN OIL.**—Strong markets have been seen both here and abroad. Predictions have been made of smaller coast shipments of beans, and with all other oils advancing prices have been readily put up. Spot is quoted at 6¾c., while shipment oil is 6½@6¾c.

**NEATSFOOT OIL.**—Prices are held very firmly on the strength of raw materials, and the general advance in oils, but trade is quiet. Quotations: For 20 cold test, 90@92c.; 30 do., 83@85c.; 40 do., water white, 7½c.; prime, 60@65c.; low grade off yellow, 58@60c.

**LARD OIL.**—The market is quiet but steady with other oils. Prices are quoted at 85c. nominal.

**OLEO OIL.**—The market continues very firm, but is somewhat less active. A large amount has been sold to Europe at steadily advancing prices. Owing to the large purchases, sellers sharply advanced the asking price about 5 florins, and this week after some hesitation the full advance was paid. Prices have advanced from the low point 20 florins. Choice is quoted at 12½c.; New York, medium, 8½@10c.; Rotterdam, 70 florins.

**LARD STEARINE.**—Trade is quiet at steady prices. Prices are quoted at 11@12c.

**GREASE.**—Prices are nominally higher with other fats, but trade is small and prices difficult to quote. Quotations: Yellow, nominal; bone, 5½@7c.; house, 5¾@6½c.; "B" and "A" white, nominal.

**GREASE STEARINE.**—Prices are firmly held, with very little doing. Yellow, 5¾@6c., and white, 6½@6½c.

### SOYA BEANS IN UNITED STATES.

Extensive articles on the immense soya bean trade of Manchuria have appeared in various numbers of Daily Consular and Trade Reports, and inquiries have also reached the Bureau of Manufactures as to the progress being made in producing them in the United States. It has now become a considerable crop in the middle part of the South. D. A. Carpenter, a Tennessee farmer, writes for the Southern Field in regard to the growing of the bean as follows:

"I grow the Mammoth Yellow variety, planting in rows 36 inches apart, and cultivating about the same as corn. I cut with a mower when ripe and allow them to lie on the ground for a couple of days. After being in shock for 10 days, they are hauled to the shed and threshed. We consider the bean straw, after the beans are threshed, as fully equal to timothy or red-top for a feed for cattle.

"For late summer pasture I sow with a wheat drill about 1½ bushels to the acre. I am now feeding beef cattle and hogs on soya beans, and my dairy animals are producing more milk than ever before on a bean ration. Of course, other feeds are mixed with the bean, as soyas are rather rich when fed alone.

"The Mammoth Yellow grows here from 3 to 5 feet high, according to cultivation, and yields 30 bushels of seed per acre, which will bring around \$3 and \$3.50 per bushel.

"There is no finer improver of the soil than the soya bean. I have tried many other legumes, but none has given such uniformly high quality hay and returned such large amounts of nitrogen to the soil. I consider the soya bean the greatest crop ever introduced into this part of the country, both as a money crop and as a soil improver."

About \$100,000 worth of soya bean oil was shipped last year from Manchuria to the United States, against almost none the year before. From Hull, England, shipments last year of soya bean oil to the United States amounted to \$140,000; this was crushed from the Manchurian beans. Considerable shipments of soya bean oil were also made in 1910 from Kobe, Japan, to the United States.

Watch page 48 for a good job.

# SOYA BEAN OIL

AND ALL SOAP MATERIALS

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### COTTON OIL CABLE MARKETS

#### Hamburg.

(By Cable to The National Provisioner.)

Hamburg, September 7.—Market steady. Quotations: Choice summer white oil, 68 marks; butter oil, 68½ marks; summer yellow, 64½ marks for prompt; October, 63½ marks; November-December, 62 marks.

#### Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, September 7.—Market steady. Quotations: Prime summer yellow, 39 florins; choice summer white and butter oil, 40½ florins.

#### Antwerp.

(By Cable to The National Provisioner.)

Antwerp, September 7.—Market firm. Quotations: Summer yellow, 80½ francs.

#### Marseilles.

(By Cable to The National Provisioner.)

Marseilles, September 7.—Market is easy. Quotations: Prime summer yellow, 81 francs; prime winter yellow, 85½ francs; choice summer white oil, 85 francs.

#### Liverpool.

(By Cable to The National Provisioner.)

Liverpool, September 7.—Market is firm. Quotations: Prime summer yellow, 32½s.; off oil, 32½s.

### SOUTHERN MARKETS

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., September 7.—Cotton oil market dull; prime crude nominally 38c. Prime 8 per cent. meal cleaned up; new meal offering \$24.50 per short ton for October shipment. Hulls dull, \$6.00@\$6.25, loose.

#### New Orleans.

(Special Wire to The National Provisioner.)

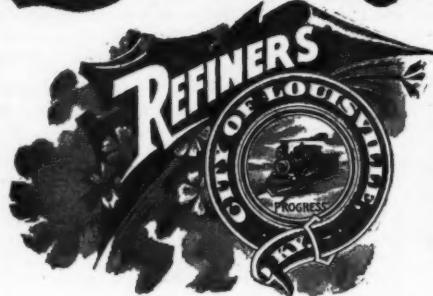
New Orleans, La., September 7.—Crude cottonseed firm, 38c. for September, 36c. for October, Texas; offerings light nearby, increasing for future. Prime 8 per cent. meal higher, \$29 long ton, shipside, for fall months. Hulls steady, \$7.25 loose, New Orleans. Fear early production will be off quality on account of continued rains.

#### OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, September 8, 1911.—Business in provisions during the past week has been rather small in volume, but at steadily advancing prices. Stocks of all kinds of provisions are getting lower, and it is quite evident that we are in for a higher level of prices. As to oleo oil, business has been rather quiet during the past week, but the undertone is very firm, and higher prices are looked for on account of small stocks and smaller production. Very little doing in neutral lard on account of the heavy stocks of this article held in Europe. As to cotton oil, business in edible grades has been slow this week, but there is quite a good demand from the other side from soap makers.

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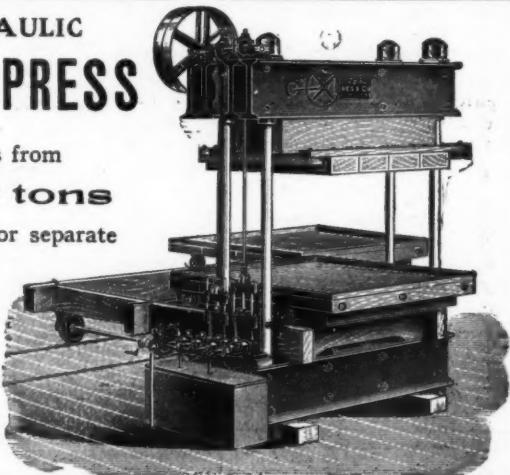
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#### COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from  
Asporen & Co.)

New York, September 8, 1911.—Since our last report the market has advanced an additional 30 to 45 points with the nearby deliveries leading. The heavy advance scored in the nearby deliveries was caused to some extent by an exceptional good local demand, but mostly by covering on the part of scared shorts. The later deliveries advanced on phenomenal European buying, assisted to some extent by shorts covering. This extraordinary European buying is to replace shortages, in Europe, of competing edible oils and fats. At the present time English refined cottonseed

oil is above the American parity. This fact in itself is an exceptionally strong bull argument. The only stumbling block to an absolute runaway market is the fact that the mills have sold very little of their crude oil ahead so far this season as compared to other years. Some will have to come out sooner or later, but at what level will depend where the advance will stop. Under present conditions, with only small offerings of raw material and an extraordinary demand for the finished product, the market is not on a proper basis. Crude oil will have to come out in larger quantities if the advance in the refined market is to be checked. The outlook for the coming week is uncertain.

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## COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

Market Continues Strong—Offerings Free at Higher Levels—Foreign Situation and Light Movement of Crude Were Bullish Features—Cotton Situation is Mixed, but not Discouraging.

In absence of a formidable movement of oil from the South, there was little to check the upward tendency of values with levels at one time  $\frac{3}{4}$  to  $1\frac{1}{4}$  c. above the lows of the season. Other factors contributing to the strength were the foreign situation, which is conducive to a good demand, and the American cotton situation, which, while not greatly impaired, gives a reduced prospect as compared with earlier expectations.

It becomes more and more evident that the decline during the summer months was over-done, and predictions of a great, early movement of new oil were too numerous and too widely distributed. The mills at the South are pursuing a cautious policy, disposing only of oil as it is manufactured, selling practically nothing in anticipation. The attitude of the farmer has not changed materially in the interim, and while with the advance in cottonseed oil a somewhat higher level of seed is prevailing, holders are still dissatisfied and marketing only slowly. It is a matter of opinion as to the ultimate success of this holding movement, but it is

significant that sentiment is not in favor of any decided advance in levels with assertions that the recent upturn discounts considerable of the bullish features for the time being, and barring a convincing change in the cotton outlook, seed is expected to move with greater freedom in the near future.

In the event of the movement of seed assuming larger proportions, which would only be natural as the movement of cotton becomes full, the trend of values would still be problematical. Some consumers are said to have missed their market and many are undoubtedly awaiting this movement to replenish supplies, while it is almost an assured fact that considerable oil has already been sold in anticipation of early and heavy receipts of crude oil. What proportion this probable demand will be to the expected arrivals of new oil remains to be seen, but nevertheless it is expected that pressure from the new seed will be great enough to restrict any decided improvement in oil values. In the event of the holding movement outlasting general expectations, it would be difficult to forecast price fluctuations, but it is practically undisputed that any inflation of values will reflect directly upon the demand. Recently this consuming demand from both at home and abroad has

been good, with considerable buying by soap making interests of this country, who found purchases of cottonseed oil to their advantage. Competing products have been very firm, and European situation, while a shade less bullish gives promise of being a factor continually, unless prices advance to a level detrimental to this inquiry. Current statements are that Europe is exceedingly bullish, not only on the oil situation, but the fat situation also, so that in conjunction with the recent heavy foreign purchases it would be interesting to obtain the knowledge as to what proportion represented speculative purchases and just how much will pass into consuming channels. Late reports from China that an embargo was being placed on exports of soya beans from many provinces because of famine conditions aroused interest.

Efforts to determine the accuracy of the last government report on cotton giving the unexpected low percentage of 73.2 and the practically unprecedented deterioration for the month of over 15 points, have proved fruitless. The general assumption is that exaggeration in crop deterioration amounts has played an important part in the bullish government report, and while the prevalence of bearish opinions may lead to these inordinate claims it is generally recognized that

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the recent Southern agitation has not had a beneficial effect to the extent intended. Weather conditions during the week in the cotton belt have been subjected to a mixed interpretation, but on the whole are regarded as more favorable than otherwise. A period of sunshine in the Central West was beneficial, while rains in parts of the Eastern belt were also good, although in some instances the moisture was excessive. While precipitation will undoubtedly be needed at frequent intervals in the Southwest, complaints from that section are few. In fact the deterioration taking place at present appears to be largely the result of deleterious insects, which are confined for the most part to the States of Alabama and Mississippi. Unquestionably there has been a further falling off in condition in many localities, but the tendency is still to regard the promise as for a record outturn with deterioration recently at the expense of a crop with a generally high promise.

Heavy buying continued on Thursday, with prices at new high levels for the advance on all deliveries. Offerings of crude were again reported light, and the foreign situation and foreign demand continues to be a very important influence in the market. Foreign demand was reported active and soap oils in Marseilles were strong and higher.

Closing prices:

Saturday, September 2, 1911, and Monday, September 4, 1911.—Holidays.

Tuesday, September 5, 1911.—Spot, \$6.50 @ 6.75; September, \$6.46 @ 6.49; October, \$6.20 @ 6.24; November, \$5.96 @ 6; December, \$5.91 @ 5.94; January, \$5.95 @ 5.96; February, \$5.93 @ 5.96; March, \$5.94 @ 5.96. Futures closed at 13 to 23 advance. Sales were: September, 800, \$6.45 @ 6.39; October, 1,100, \$6.17 @ 6.07; November, 200, \$5.97 @ 5.96; December, 4,800, \$5.92 @ 5.84; January, 3,500, \$5.95 @ 5.85; March, 300, \$5.94 @ 5.88. Total sales, 11,700. Good off, \$6 @ 6.50; off, \$5.95 @ 6.40; winter, \$6.30 @ 7.50; summer, \$6.30 @ 7.50; prime crude S. E., nom.; prime crude Valley, nom.; prime crude Texas, nom.

Wednesday, September 6, 1911.—Spot, \$6.50 @ 6.70; September, \$6.38 @ 6.42; October, \$6.14 @ 6.17; November, \$5.96 @ 5.98; December, \$5.94 @ 5.97; January, \$5.95 @ 5.97; February, \$5.96 @ 5.98; March, \$5.96 @ 5.98. Futures closed at 3 advance to 8 decline. Sales were: September, 4,100, 6.59 @ 6.37; October, 3,600, \$6.24 @ 6.17; November, 1,500, \$6 @ 5.97; December, 7,500, \$6 @ 5.97; January, 7,200, \$6.99 @ 5.95; February, 200, \$5.98; March, 2,400, 5.99 @ 5.98. Total sales, 26,500. Good off, \$6.20 @ 6.40; off, \$6.10 @ 6.38; winter, \$6.30 @ 7.50; summer, \$6.30 @ 7.50; prime crude S. E., nom.; prime crude Valley, nom.; prime crude Texas, nom.

Thursday, September 7, 1911.—Spot, \$6.56; September, \$6.58 @ 6.65; October, \$6.33 @ 6.35;

November, \$6.12 @ 6.14; December, \$6.09 @ 6.12; January, \$6.10 @ 6.11; February, \$6.09 @ 6.12; March, \$6.10 @ 6.11. Sales were: September, 1,800, \$6.43 @ 6.60; October, 2,000, \$6.19 @ 6.34; November, 1,400, \$6.01 @ 6.14; December, 4,200, \$5.98 @ 6.11; January, 7,300, \$6 @ 6.10; March, 2,000, \$6.02 @ 6.10. Market closed at 6 to 20 points advance. Total sales, 18,700. Good off, \$6.40 @ 6.70; off, \$6.35 @ 6.68; winter, \$6.50; summer, \$6.50 @ 7.50; prime crude, nom.

Gibraltar, Spain	25
Glasgow, Scotland	400
London, England	255
Messina	71
Naples, Italy	160
Newcastle, England	25
Port au Prince, W. I.	7
Vera Cruz, Mexico	12
Zanzibar, Zanzibar	47
Total	2,322

SEE PAGE 39 FOR FRIDAY'S MARKETS.

### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported from September 1 to September 6, 1911, were as follows:

From New York.	Blbs.
Algoa Bay, Africa	131
Antwerp, Belgium	50
Colon, Panama	12
Constantinople, Turkey	225
Delagoa Bay, Africa	62
Dublin, Ireland	100
Genoa, Italy	740

From New Orleans.	110
Bremen, Germany	25
Havana, Cuba	425
Rotterdam, Holland	560
Total	560
From Savannah.	21
Rotterdam, Holland	21
Total	21
Recapitulation.	
From New York	2,322
From New Orleans	560
From Savannah	21
Total	2,903

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## FEEDING COTTONSEED MEAL TO LIVESTOCK

### Fallacy of the "Toxic Poison" Theory Exposed by an Expert

By Dr. A. M. Soule, President Georgia College of Agriculture.

There are many persons who still have an idea that if anything gets wrong with their livestock, and they happen to be feeding cottonseed meal, that the trouble is of necessity due to the use of that concentrate. Just how or why this idea originated is hard to discover.

Probably it is attributable to the fact that when cottonseed meal was first fed to beef cattle, it was used with so little discretion, and fed in such large quantities, that animals sometimes became sick and occasionally died. The trouble was denominated locally as "fat sickness," and was thought to result from the presence of some toxic or poisonous substance in the cottonseed meal.

The most careful and exhaustive investigations have failed to discover the presence of toxins, however, and it is quite evident that the trouble was due to something else. In the light of careful investigation and continued experiment, it soon became apparent that the trouble was due to the overfeeding of animals with an exceptionally concentrated material.

When cottonseed meal first came into general use not as much was known about agricultural chemistry as is understood and appreciated today, and it took those to whom this cheap by-product came as a boom a long time to realize that there was no specific difference worthy of consideration on the part of the feeder between the various concentrates; and in fact, as much progress in this direction has not been made even now as is desirable.

Every farmer thinks he knows more or less about the feeding value of oats, but possibly he does not realize that 100 pounds of high-grade cottonseed meal contain almost four times as much of the elements which go to build up muscles, nerves and tissues as a similar amount of oats. This being true, it is quite evident that only one-fourth as much cottonseed meal need be fed to supply the same amount of protein as would be necessary in the case of oats.

As a matter of fact, so-called "fat sickness" has been easily overcome by simply reducing the amount of cottonseed meal fed, and giving greater variety to the ration by

affording the animals an opportunity to get some green feed during the fattening period. Shortening the time of fattening has also had a beneficial effect, and has lessened the tendency to this trouble.

When cottonseed meal was first fed to dairy cows the same mistake was made as with beef cattle. The writer has known as much as 15 to 17 pounds to be fed to an animal in a day, and this rate of feeding kept up for a considerable period of time. It was no wonder, under the circumstances, that the animal sometimes became sick, and that even cases of absorption occurred in the herd.

This method of feeding was certainly unreasonable, and without precedent, for a good dairy cow giving as much as two gallons of milk a day, which would be at the rate of about 6,000 pounds a year, should not be fed ordinarily more than a pound to a pound and a half of grain per 100 pounds of live weight. A Jersey cow, in other words, weighing from 700 to 1,000 pounds should not consume over 8 to 12 pounds of grain in a day.

Suppose oats and corn were fed on the one hand and cottonseed meal on the other. The protein would be supplied by the 12 pounds of oats and corn, whereas, only about 4 pounds of cottonseed meal should be fed. Thousands of dairy cows are now fed in the South almost exclusively on cottonseed meal, and when the ration is adjusted to the needs of the animals, and cottonseed meal fed in proportion to its relative strength as com-

pared with other food stuffs, no danger of sickness or ill-health need be anticipated.

When fed in large quantities by careless and indifferent labor sickness may be expected, but this will as certainly follow with other materials as with cottonseed meal. Where cottonseed meal is fed rationally and with that degree of skill and judgment which will enable the owner to obtain the best results from it in dollars and cents, no undesirable results need be anticipated.

The same conclusions apply in the feeding of this splendid concentrate to horses and mules and sheep. For horses and mules not over two pounds per head per day had best be fed, and to sheep a quarter to a half pound, depending on the age and condition of the animals. A little added to the ration of both classes of stock will improve it materially, and will result in larger gains, because there will be supplied that element of protein in which nearly all rations fed to livestock in the South are lacking.

It appears, therefore, from a consideration of all the factors involved, that cottonseed meal in no way affects the reproductive functions of our principal classes of livestock, and that it may be fed to them with safety and satisfaction, provided the observations noted herein are given due weight and consideration.

### THE SOYA BEAN TRADE.

Before Manchuria was opened up and connected by railway with the seacoast, Manchurian soya beans were of purely local importance and were used as food for both man and beast, writes Consul Lester Maynard. The first attempts to export beans were made as early as 1902, principally to Odessa, but the shipments met with little

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success, as the market was not prepared for the beans in the raw state, and the oil was not properly manufactured to stand competition with other vegetable oils.

This failure killed the export trade for several years, and it was not until after the war—that is, during the season of 1906-7—that attempts to export beans were revived and small shipments were made to Japan. During 1906 the exports were 16,130 tons of beans and 64,520 tons of cake, and in 1907, 17,359 tons of beans and 26,805 tons of cake. In Japan the bean cake was used as a fertilizer and the oil in manufacturing.

About the end of 1907 a St. Petersburg firm sent the first shipments of beans direct to Europe. In the meantime large shipments of beans were being exported to Japan. The price at that time was \$5.75 to \$7.65 per ton, and was sufficiently low to enable the Japanese to import the beans in large quantities and re-export to Europe; the expense of this transaction was from \$1.50 to \$1.60 per ton.

In 1908 the first European exporters came to the Far East, and as a result the Japanese transferred their interests from Vladivostok and concentrated the exporting of beans at Dalny, and attempted to keep the control of the European market, but the European firms being financially stronger, opened offices at Harbin and began making their purchases direct. The Chinese Eastern Railway, by introducing lower freight rates, succeeded in attracting large shipments of beans to Vladivostok for export, and to a certain extent stopped the rapid growth of Dalny as a bean exporting point. According to figures compiled by the London Exchange for the seasons of 1908-9 and 1909-10 the exports were as follows: From Vladivostok, 227,653 and 253,003 tons; Newchwang, 524,545 and 379,728 tons; Dalny, 717,945 and 556,983 tons, respectively.

The purchase of beans is still carried on through Chinese dealers, and the exporters are not in a position to come in direct contact with the purchaser. For this reason, and because the beans come in various quantities from far outlying districts, some of which are not properly equipped for sorting, drying and otherwise preparing them for export, the beans arrive at the seacoast mixed with dust and sand, and during the winter with snow, and in Vladivostok no attempt is made to clean the shipments before exportation.

Certain precautions are taken in loading the beans on board ship, such as the installation of ventilating tubes, but these are not sufficient to guarantee the cargo arriving in good condition, as the beans are often frozen during railway transportation, and after being loaded on board ship have to pass through the Tropics on the way to the market. Beans spoiled in this way during the 1909-10 season amounted to 35,657 tons out of 253,003 tons exported from Vladivostok.

One great drawback has been the shipment of beans by the railway on platform cars. Despite the tarpaulins that cover the bags snow sifts in, not alone between the bags, but into them, and although the bags are brushed on arrival at Yeagersheldt, the shipping port of Vladivostok, only the outside snow is removed. Yeagersheldt is poorly equipped for handling cargoes of this

kind, and no facilities whatsoever compiled by the Chinese Eastern Railway the capacity of the storing facilities at Yeagersheldt is as follows: Six tea warehouses, 6,970 tons; 26 warehouses and sheds, 54,296 tons; open areas, 11,590 tons; total, 72,855 tons. The capacity of these storage places is based on the following estimate: Five hundred pounds of beans in bags per square foot under roof, and 360 pounds of beans in bags per square foot in the open.

Another drawback to shipments from Vladivostok is the lack of wharfage, there being room for only five steamers to load at a time, and, as a rule, there are two steamers discharging tea or salt or loading timber. The Chinese Eastern Railway made efforts to control the loading of bean steamers by requiring exporters to place this work in the hands of a workmen's society. This has been refused by the exporters, with the result that private stevedoring has been organized and the expenses reduced about 50 per cent. Regardless of this, the expense of loading and other charges are very high, amounting to \$3.35 per ton.

The exports of beans through the port of Vladivostok from 1908 to May, 1911, were as follows: 1908, 65,291 tons; 1909, 230,394 tons; 1910, 239,926 tons; 1911, 212,181 tons.

#### REFRIGERATION TRADE IN ITALY.

(Continued from page 23.)

erating plant that has a capacity of less than 50 tons.

The various presidents, managers and superintendents of the eight plants in the cities named all seem to agree on one point—that the refrigerating business in Italy is only in its beginning. Many of them also think that the establishment of regular refrigerator car lines for the shipment of eggs, butter, cheese, meats, fish, fruits and other foodstuffs into the different commercial centers of Europe could be made a profitable business. Artificial ice retails at 1 cent per pound.

The ice and refrigerating machinery installed in the different establishments is almost all made by one German firm. In one plant there is machinery from Switzerland. I inquired from practical men connected with this business if there were any special reasons why American machinery could not be used, and all gave the same reply:

The German manufacturers not only have their business managers and salesmen on the ground, but also send their engineers to construct the machinery, start it running, and remain until the employees fully understand its operation. The German machinery has given perfect satisfaction, and it seems that it would be hard work to enlarge any of the existing plants with American machinery or with equipment produced by other manufacturers.

Not one single word of prejudice or objection has been spoken by anyone regarding American ice machinery; two gentlemen even made the remark that they believed, from trade journals and advertisements, that some American ice machinery has certain advantages over the German, but that so far no one seemed to care to come over and demonstrate these facts or to show the superiority over the German equipments that are giving perfect satisfaction. I am also reliably in-

formed that the German firm is giving very liberal terms of payment, and in several instances has been instrumental in securing German capital for the erection of Italian refrigerating plants.

I also visited Mr. F. S. Montefredini, an attorney, with offices in Naples and Rome, who is the local agent of the American Car and Foundry Company, and of the American Steel Company. He has sold to the Italian Government for his firm 1,000 railway cars, and is of the opinion that profitable refrigerator lines could be established, not only for the shipment of imported meats from the Italian harbors to interior cities of Italy, but also for the transportation of many commodities to the large European business centers. In this case it would be necessary to make contracts with the Italian Government for carrying the cars on the state railroads, and if other countries were to be entered, the same would be necessary in all of them that operate the railways.

Through the kindness of Mr. Chapman Coleman, the American Consul at Rome, I am also informed that the firm of Poleghi, Lombardo & Co., of Codogno, ships butter three or four times weekly to England via Lodi. Their cars are re-iced at Chiasso. The great bulk of the shipments of butter, cheese, fish and meat in Italy is made in small boxes that are iced. Consul Coleman also reports two or three breweries in Italy using a limited number of refrigerator cars for their larger shipments to interior towns.

There would seem to be a good future for American refrigerating machinery in Italy, yet I am sure that there is no possibility under existing conditions of selling any of it f. o. b. cars or steamship in the United States or attempting to collect for the machinery before it has been erected and has proved satisfactory in Italy.

Vice-Consul Alden March reports from Leghorn that there is only one ice manufactory there and no cold storage accommodations or refrigerator car service. The maximum production of this one plant is 30 tons per 24 hours, and German machinery is employed.

In Venice the Belgian company that has a contract with the municipality for the city's water supply is making ice, but the company's franchise is about to expire. Belgian machinery is used in its plant, but German equipment is found in another ice plant here, owned by a Venetian citizen. The output of these two concerns is consumed almost entirely in Venice, with some small quantities sent to the interior and used for steamers' supply.

Venice receives Argentine and Australian meats, of which the butchers keep a limited stock on hand, and for which they purchase ice from the factories just mentioned. The private ice plant occasionally stores some of these meats for a short time when large cargoes arrive.

The Italian people appear reluctant to take hold of improvements with their own capital. The Italian cold storage business here, while it seems worthy of careful investigation by American refrigerating machinery manufacturers, must be handled with great caution and deliberation and with a full consideration of existing local conditions.

In Florence one brewery makes ice for sale in addition to its own requirements, employing German machinery in the process. There are two other ice plants in the city with capacities of 10 to 20 tons a day, but these do not work the year through. Their machinery is likewise from Germany. Fish from Swiss lakes and from Florence reach Florence in small quantities, being shipped in 50 to 100-pound baskets packed in ice. No regular refrigerator car line operates from Florence, and such beer as is sent to the interior goes forward in boxes packed in ice.

# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—The market continues generally strong and most packers are disposed to talk even higher prices than late selling rates, but the demand is naturally less active, as a good many tanners are now quite well supplied in consequence of the large purchases made by them recently. Branded hides are in more supply than natives owing to the increased kill of range cattle and the falling off in the slaughter of native stock, but the packers are apparently just as strong on branded as on native hides. Native steers are strong. It is reported that one large outside independent packer has made a sale of August native steers at 16½c., which ran a large percentage lights, but some late August and early September salting is offered by one big packer at 16c. About all of the other packers, however, are asking 16½c., and are offering extreme light native steers alone at 15c. The market on heavy native steers is therefore quately firm at 16@16½c. Texas steers are strong, with heavies alone quotable at 15½@15½c. As noted yesterday, one car of Fort Worth heavy Texas sold at 15½c., but there are offerings of heavies, mostly from northern points, at 15½c. One big packer is offering all weights at 15½c. for heavies, 14½c. for lights, and 13½c. for extremes, and these prices about represent the regular market. Butt brands are firm at the last selling price of 15c., and generally held firm at this price. Colorados are firmly held at 14½c., and last sales were at this figure. Branded cows are firm at the last selling price of 13½c., and most of the packers are well sold up on this variety. No sales of account have been made so far this week, but considerable quantities were moved last week at 13½c. as previously noted. Native cows continue firm. A further sale recently noted of several cars of heavy cows at 15½c. amounted to three cars. Heavy cows are generally held firm at 15½c., but no further trading is noted. Light cows are in small supply, and held firm at 15c., though it cannot be confirmed that any 15c. sales have as yet been effected. A small packer is offering some all weight native cows running 10 per cent. heavy weights at 15c. Native bulls are mostly held at 13½c. for August to January salting, but no sales lately over 13c. Branded bulls are quiet and nominally quoted at 11½@11½c. in the absence of recent sales.

**Later.**—One car of heavy native cows sold at 15½c., two cars of Kosher native steers, including spreadies, sold at 16c., and about 3,000 grubby spready native steers of January to June salting sold at 12½c. September Texas steers offered on the basis of 15½c. for heavies. Colorados offered 14½c., and light native cows at 15c. Two packers offer native steers at 16c. Western tanners are mostly holding off and claim that leather is not in line with raw material.

**COUNTRY HIDES.**—The market is generally strong, and though tanners are operating cautiously in order to prevent any rapid advances the small supplies available here as well as in about all sections of the country keeps the market on a firm basis. Some sales have been made by Twin City dealers of prime all late receipt hides at 12½c., and 13c.

for 50 lbs. and up cows, and under 50 lbs. at 13½c. and 13½c., and some 25 and 40 lbs. cows at 14c. These prices are all on a selected basis, with Chicago freight equalized, and show the firmness of the situation. Buffs are quately strong at 13c. for choice late receipt, all short haired hides running largely to first and bids of less are refused for such hides. Some sales were made late last week at 12½c., but it is doubted if any good lots can now be bought at this price, and some business has been effected at 13c., as has been previously noted. Heavy cows are strong at 13c. for late receipt lots with moderate supplies, and few sales. Extremes are strong at 13½@14c. for good lots, and some dealers are not disposed to sell any choice selections even at the outside price. Poorer lots can be secured at less. Heavy steers have stiffened up of late in sympathy with the rest of the market and with the advance in packer hides. Good late receipt, all short haired steers, running about half large butcher stock, which formerly sold at 13c., are now held at 13½@13½c. Bulls are firm and held at 11½@11½c., according to the quality of different lots.

**DRY HIDES.**—Short trim sole leather weights are firm at 20c. and upper leather stock sells at from 22@23c. Long trim brings the usual reduction of 1c. less.

**HORSE HIDES.**—The market is stronger and sales of good mixed lots of cities and countries are now being made at \$3.95@4.05 and prime cities alone hold at \$4.15@4.25.

**CALFSKINS.**—The market is firm on both calf and kip and bids at reduced prices made by tanners have been refused. Last sales of packer skins were at 18c. Chicago cities are quotable at 17½@18c., outside cities 17½@18c., mixed countries and cities on a strict selection 17½@17½c., and countries alone from 16@17c. as to lots. Kips are firm at 15@15½c. for packers, 14½@15c. for cities and 14@14½c. for countries with last sales of mixed cities and countries at 14½c. Light calf is steady at \$1.10@1.15 and deacons at 90@95c.

**SHEEPSKINS.**—As noted recently the market on packer shearlings is advancing, and owing to the improved quality and amount of wool on these the prices are drawing nearer to the quotations for lambs. Last sales of prime September shearlings were made at up to 82½c. and August-September lambs at 85c. The packer market is quotable at 80@85c. for lambs and 75@82½c. for shearlings. Country shearlings are firmer at 40@60c., and country lambs at 45@67½c.

## New York.

**DRY HIDES.**—There is a fair demand for common varieties and sales are reported of 2,600 Central Americans, etc. The price quoted on these by brokers is 20½c., but it is not confirmed that this figure was secured. Some small scattering sales have also been made of Bogotas on the basis of 22½c. for mountains and 21½c. for Savannas, with about 1,500 of those moved in all. River Plates are quiet here, as buyers' views are under the prices being asked. Some tanners say they might be interested in Buenos Ayres at 20c., but as none of these is reported offered under 21c. no sales are being made. Cordovas are quoted at a range of 23@24½c., according to districts, shippers, etc., and Canadian tanners are about the only ones interested in these outside of Europe.

**WET SALTED HIDES.**—The River Plate market is stronger, and it is reported from one source that 4,000 Sansinena frigorifico steers were sold to New York at equivalent to 14c. cif., including commissions. No sale was reported of any Sansinena cows. Mexican

coast hides, however, are weaker and sales of about 1,500 if these are reported made at 11½c. for the regular varieties, such as Tampicos, Vera Cruz, Tuxpams, etc., which is a decline of 1½c. Mail advices from Antwerp give the total stock of hides there as 155,000. These advices state that there was recently some active buying at the River Plate, especially in Matadero steer, and cow hide with sales cleaning up about all of these of July kill on the parity of 87 frs. for steers and 78 frs. for cows delivered weight Antwerp terms. Small sales in the Antwerp market included Fray Bentos Liebig saladero steers 55@70 lbs. at 104 frs., or equivalent to 17½c., also Bovril saladero steers 55@70 lbs. at 85 frs., or 14½c.

**CITY PACKER HIDES.**—No further trading is reported and most buyers are not disposed to pay the prices asked by packers which are 16c. for native steers, 15c. for butt brands and 14½c. for Colorados. The two cars of Brooklyn smaller packer native steers noted sold yesterday brought 15c., and it is learned that the native bulls reported sold up to the end of the year by one packer at 13½c. was not a regular transaction, but a booking to a tannery controlled by the packer. Some Brooklyn smaller packer cows are held at 14c. and bulls at 13½c.

**COUNTRY HIDES AND CALFSKINS.**—The market on hides is firm, but trading is quiet, as buyers are not disposed, as a rule, to pay the advanced prices that are being asked. Pennsylvania and Ohio buffs are not obtainable under 13c., selected for good late receipt lots and some of these are held at 13½c., with bids of 13c. reported refused in some instances. New York State cows are nominally unchanged at 12@12½c. for small lots and 12½c. flat for car loads. Calfskins are steady and unchanged. Dealers are not disposed to sell New York cities under \$1.50, \$2 and \$2.40, and bids under these figures are not considered. One dealer claims to have refused a bid of \$2.50 for New York City buttermilk kips free of ticks. One car of outside city skins is reported sold at \$1.32½, \$1.82½ and \$2.17½, and some outside cities are held firm at \$1.35, \$1.85 and \$2.20. Countries range at \$1.25@1.30, \$1.75@1.80 and \$2.05@2.15 as to lots.

**HORSE HIDES.**—Some increase in the demand is reported in butts, with different sales of regular 20-inch and up lots at \$1.30, \$1.32½ and \$1.35.

**EUROPEAN MARKETS.**—Some cables on the Berlin auction sale state that hides remained practically the same as a month ago, but that light calfskins advanced 3@4%, and medium and heavy weights advanced 1% to 2%. There is somewhat more inquiry from American tanners for European hides and calfskins, and sales are more easily made than was the case a while ago. Some cables from Europe show a disposition to stiffen up further on dry calfskins. Sales were formerly made as previously noted of genuine German Polish calf, without any mixtures in them at 45c. selected and duplicate orders placed at the same figure were refused and 46c. is now being talked for similar stock. There are quite a few offerings of these in the market at under this price, but, as is always the case, prices are governed by quality, selection, etc. Shippers talk higher on Swedish light cows and now ask 14½@14½c. for these. There are some offerings of Bavarian plump steers for shipment at 17c. The Nijni Fair is now practically all over with all the calfskins sold, including the light Palloys. There are offerings of light Palloys on the market at 35c.

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# Chicago Section

The hog market is surely easier. There are now said to be fully 1,000 blind pigs in Chicago.

Swift & Company's sales of fresh beef in Chicago for the week ending September 2, 1911, averaged 9.15 cents per pound.

The several blocks of stock pens at the eastern entrance to the Yards, which were torn up recently for rebuilding, have been put in use again. They are the most sanitary to be found anywhere in the world.

The Oklahoma food and drug law forbids the sale or offering for sale of butter unfit for human food, if it consists in whole or in part of filthy, decomposed, tainted or putrid animal or vegetable substances, etc. What is butter in Oklahoma?

What the Armour boys accomplished on the rough seas, Miss Lolita Armour added to on terra firma. In one of the most brilliant fields that ever strove for prizes at a Lake Forest Horse Show, Miss Armour took the highest honors, driving her own entries in competition with seasoned drivers. She finished the day as the heaviest individual prize winner of the Show.

The Chicago laboratory of the Department of Agriculture has been removed from the Manhattan building to the new Heisen building. The Illinois Food Commission takes the old quarters of the Department of Agriculture on the sixteenth floor of the Manhattan building, in addition to its former quarters on the same floor, and now occupies the entire sixteenth floor.

#### AN EMPLOYEES' SAVINGS ASSOCIATION.

Mutual benefit organizations are numerous among packinghouse employees throughout the country, but one of the most sensible and successful plans recently put in operation, and which has been an immediate success, is that of the mutual savings association among employees of the Sulzberger & Sons Com-

pany. In outlining this plan and its workings a writer in the "S. & S. Fortnightly" says:

"This popular and excellent proposition was started January 1, 1911, by three former employees of the New York general office, being based on ideas obtained at that point. Savings funds on the same basis have been in existence in New York for several years, each successive fund proving more beneficial than the previous one. Employees of other large concerns have similar funds, all being worked advantageously, and we are yet to be informed of any that have not worked out successfully.

"By success we do not only mean to imply that it is such in the accumulation of money only, but people who heretofore were termed spenders got the habit and are now savers. The employees in the Chicago office readily appreciated the value of such an association, and steps were immediately taken to install one here on a similar basis.

"The object of the association is to promote saving among its members and to afford a safe and easy method of employing their collective savings on a mutual basis for the benefit of members. Any employee of Sulzberger & Sons Company, or any subsidiary firm or corporation, is eligible to membership in this association. It is worked on the same plan as a savings bank, but the dividends and disbursements are larger than those granted by a savings bank. It is an investment proposition conducted on a cooperative plan. Shares are one dollar each, payable weekly, minimum amount of shares one, maximum amount five.

"The funds of the association are deposited with Sulzberger & Sons Company at a very good rate of interest. The accumulation arising from interest paid, interest allowed by placing of deposit together with interest paid by members borrowing from the fund and fines and penalties assessed against members, shall be allotted as a dividend to the members at the end of the accumulation period and together with dues or principals shall be paid to members in proportion to the amount or number of shares held by each member.

"The original fund, which was started the first week of January, 1911, has proven to be a success in every sense of the word, and basing our argument on the success of the first fund, additional interest was created and a second fund started the first week of July. The original fund had at its birth a membership of practically three hundred, while the new fund, which is still open to new members or for old members who wish to increase their holdings, has a membership of practically two hundred shares. This fund will undoubtedly pay a larger dividend than

the first, as all preliminary expense has been liquidated. While we are not in position to make any promises, feel that the first fund should pay interest around 8 per cent, and the new fund will pay a larger dividend, possibly reaching the 10 per cent. mark."

#### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, September 6.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12½c.; 14@16 lbs. ave., 12½c.; 18@20 lbs. ave., 12½c. Sweet pickled, 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12½c.; 14@16 lbs. ave., 12½c.; 18@20 lbs. ave., 12½c.; 18@22 lbs. ave., 12½c.

Skinned Hams—Green, 14@16 lbs. ave., 13½c.; 16@18 lbs. ave., 13½c.; 18@20 lbs. ave., 13½c.; 22@24 lbs. ave., 13½c. Sweet Pickled, 14@16 lbs. ave., 13½c.; 16@18 lbs. ave., 13½c.; 18@20 lbs. ave., 13½c.; 22@24 lbs. ave., 13½c.

New York Shoulders—Green, 10@12 lbs. ave., 8c. Sweet Pickled, 10@12 lbs. ave., 8c. Picnic Hams—Green, 5@8 lbs. ave., 7½c.; 6@8 lbs. ave., 7½c.; 8@10 lbs. ave., 7½c.; 10@12 lbs. ave., 7½c. Sweet Pickled, 5@8 lbs. ave., 7½c.; 6@8 lbs. ave., 7½c.; 8@10 lbs. ave., 7½c.; 10@12 lbs. ave., 7½c.

Clear Bellies—Green, 6@8 lbs. ave., 14½c.; 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 11½c. Sweet Pickled, 6@8 lbs. ave., 14½c.; 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 11½c.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, September 8.—Latest market quotations are as follows: 74 per cent. caustic soda, \$1.80@1.90 basis 60 per cent.; 76 per cent. caustic soda, \$1.85@1.95 basis 60 per cent.; 60 per cent. caustic soda, 2c. per lb.; 98 per cent. powdered caustic soda in bbls, 3c. per lb.; 58 per cent. soda ash, 90c. @ \$1 basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; borax, 4½c. per lb.; talc, 1½@1½c. per lb.; silex, \$15@20 per ton of 2,000 lbs.; marble flour, \$7.50@8 per ton of 2,000 lbs.; silicate soda, 85c. per 100 lbs., no charge for bbls.; chloride of lime in casks, \$1.35 and in bbls., \$2 per 100 lbs.; carbonate of potash, 4½@4¾c. per lb.; electrolytic caustic potash, 90@92 per cent., at 5%@5½c. per lb.

Genuine Lagos palm oil in casks, 14@1,800 lbs., 7½c. per lb.; prime red palm oil in casks, 7½@7½c. per lb.; clarified palm oil in barrels, 7½c. per lb.; palm kernel oil in casks about 1,200 lbs., 9%@9½c. per lb.; green olive oil, 70c. per gal.; yellow olive oil, 80c. per gal.; green olive oil foots, 6¾@7c. per lb.; peanut oil, 65c. per gal.; Ceylon cocoanut oil, 10½@11c. per lb.; Cochin cocoanut oil, 12@13c. per lb.; cottonseed oil, 6.60@6.75c. per lb.; Soya bean oil, 6½@6¾c. per lb.

Prime city tallow in hhds., 6¾c. per lb.; special tallow in tierces, 7½c. per lb.; oleo stearine, 10@10½c. per lb.; house grease, 6½@6¾c. per lb.; brown grease, 5½@5¾c. per lb.; yellow packer's grease, 5¾@6c. per lb.

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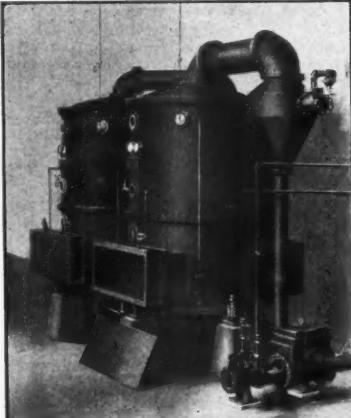
CHICAGO

KANSAS CITY

E. ST. LOUIS

OKLAHOMA CITY

ST. JOSEPH



### LATEST and BEST The Zaremba Pat. Evaporator

For TANKWATER and GLUE

We offer, not the excellence of yesterday, but the excellence of today.

THE WISE PACKER

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Made with special reference to use in Ice and Refrigerating Plants, producing the least deposit for amount of work done



**COCHRANE CHEMICAL CO.**  
40 CENTRAL ST., BOSTON, MASS.

AGENCIES

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Little Rock, Ark., J. Rudy Smith, 321 E. Markham St.  
New York City, N. Y., Charles Zoller Co., 211 E. 94th St.  
Oklahoma City, Okla., Water Witch Mfg. Co.

Washington, D. C., Leckie & Burrow, Hibbs Building.

Philadelphia, Pa., Robert Keller, 334 North Third St.  
Pittsburg, Pa., Pittsburg Calcium Chloride Works,  
Rebecca St. & Western Ave., North Side. Bell  
Phone, 23 Brady.  
Seattle, Wash., Northwest Ice Machine Co., 516  
First Ave., South.

## CHICAGO LIVESTOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 28	25,071	2,831	30,303	32,569
Tuesday, Aug. 29	6,314	1,856	10,586	36,662
Wednesday, Aug. 30	20,188	2,212	24,973	27,717
Thursday, Aug. 31	4,267	1,064	16,003	23,062
Friday, Sept. 1	1,928	189	12,110	12,549
Saturday, Sept. 2	94	19	5,759	229

	Cattle.	Calves.	Hogs.	Sheep.
Total last week	57,862	8,141	99,736	122,818
Previous week	57,783	8,409	114,447	104,001
Cor. week, 1910	60,287	7,985	90,072	131,440
Cor. week, 1909	52,949	9,083	88,245	103,626

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 28	6,429	113	7,501	473
Tuesday, Aug. 29	2,856	67	2,843	8,170
Wednesday, Aug. 30	5,006	125	2,805	11,818
Thursday, Aug. 31	3,587	122	2,896	10,433
Friday, Sept. 1	2,550	85	2,459	4,410
Saturday, Sept. 2	267	3	1,233	135

	Cattle.	Calves.	Hogs.	Sheep.
Year to Sept. 2, 1911	1,852,863	4,717,420	3,108,241	
Same period, 1910	1,875,932	3,677,218	2,636,168	
Combined receipts of hogs at eleven points:				
Week ending Sept. 2, 1911	318,000			
Previous week	362,000			
Year ago	298,000			
Two years ago	316,000			
Total year to date	16,359,000			

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Sept. 2, 1911	181,700	241,700	356,300
Week ago	180,800	280,500	267,600
Year ago	228,600	216,900	322,200
Two years ago	198,100	238,800	253,700

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Sept. 2, 1911:

	Cattle.	Hogs.	Sheep.
Armour & Co.	19,900		
Swift & Co.	16,300		
S. & S. Co.	6,700		
Morris & Co.	6,100		
Anglo-American	4,200		
Boyd-Lunham	3,000		
Hammond	5,100		
Western P. Co.	5,300		
Boore & Co.			
Roberts & Oak	2,000		
Miller & Hart	1,900		
Independent P. Co.	3,400		
Brennan P. Co.	3,600		
Others	6,000		
Total	82,900		
Previous week	83,200		
Year ago	61,600		
Two years ago	67,200		
Total year to date	3,157,800		
Same period last year	2,997,700		

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week	\$7.00	\$7.23	\$3.55	\$6.00
Previous week	7.05	7.36	3.45	6.15
Cor. week, 1910	7.00	0.04	4.25	6.70
Cor. week, 1909	6.70	7.93	4.65	7.10
Cor. week, 1908	6.15	6.72	3.90	5.60

## CATTLE.

	Good to prime beavers	7.25@8.00
Fair to good beavers		4.40@5.60
Common to fair beavers		5.60@7.20
Inferior killers		4.75@5.60
Distillery steers		4.00@4.50
Range steers		7.35@8.00
Range cows and heifers		4.75@7.00
Fair to fancy yearlings		3.75@6.00
Good to choice cows		4.40@5.60
Canner bulls		2.60@3.30
Common to good calves		5.25@8.00
Good to choice vealers		8.25@9.25

	Calves.	Hogs.	Sheep.
Heavy calves			4.50@7.25
Feeding steers			4.40@5.60
Stockers			5.25@4.50
Medium to good beef cows			3.50@4.25
Common to good cutters			3.10@3.40
Inferior to good canners			2.40@2.85
Fair to choice heifers			4.25@5.60
Butcher bulls			4.75@5.75
Bologna bulls			3.35@3.75

## HEAVY CALVES.

## HOGS.

## SHEEP.

## LAMBS.

## PORK.

## LARD.

## RIBS.

## PORK.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Good native steers	11 @ 12 1/2
Native steers, medium	10 1/2 @ 11
Heifers, good	10 @ 10 1/2
Cows	8 1/2 @ 9
Hind Quarters, choice	11 1/2
Fore Quarters, choice	9

## Beef Cuts.

Cow Chucks	5 @ 5 1/2
Steer Chucks	7 1/2 @ 8
Boneless Chucks	6 @ 7 1/2
Medium Plates	6 @ 4
Steer Plates	4 @ 4 1/2
Cow Rounds	8 @ 8 1/2
Steer Rounds	10 @ 10 1/2
Cow Loins	10 @ 14
Steer Loins, Heavy	20
Beef Tenderloins, No. 1	22
Beef Tenderloins, No. 2	19
Strip Loins	8 1/2 @ 9
Sirloin Butts	11 @ 11 1/2
Shoulder Clods	8 @ 8 1/2
Rolls	12
Bump Butts	9 @ 11
Trimmings	5
Shank	5
Cow Ribs, Common, Light	7 1/2
Cow Ribs, Heavy	13
Steer Ribs, Light	15
Steer Ribs, Heavy	16 1/2
Loin Ends, steer, native	11 @ 13
Loin Ends, cow	10
Hanging Tenderloins	9
Flank Steak	11
Hind Shanks	4

## Beef Offal.

Brains, each	5
Hearts	5
Tongues	14
Sweetbreads	20
Ox Tail, per lb.	5
Fresh Tripe, plain	4
Fresh Tripe, B. C.	5 1/2
Brains	5
Kidneys, each	4 1/2

## Veal.

Heavy Carcass Veal	9 1/2 @ 10
Light Carcass	11 1/2
Good Carcass	13 1/2
Good Saddles	15 1/2
Medium Racks	9
Good Racks	10 1/2

## Veal Offal.

Brains, each	4
Sweetbreads	50
Plucks	45
Heads, each	20

## Lambs.

Medium Caul	10
Good Caul	11 1/2
Round Dressed Lambs	12 1/2
Saddles, Caul	12
R. D. Lamb Racks	9
Caul Lamb Racks	8 1/2
R. D. Lamb Saddles	14
Lamb Fries, per pair	4 1/2
Lamb Tongues, each	4
Lamb Kidneys, each	2

## Mutton.

Medium Sheep	8 1/2 @ 9
Good Sheep	10 @ 10 1/2
Medium Saddles	10 @ 10 1/2
Good Saddles	12
Good Racks	8 1/2
Medium Racks	5 1/2
Mutton Legs	10 1/2
Mutton Loins	9
Mutton Stew	5
Sheep Tongues, each	2 1/2
Sheep Heads, each	6

## Fresh Pork, Etc.

Dressed Hogs	10% @ 11 1/2
Pork Loins	15 1/2
Leaf Lard	10
Tenderloins	28
Spare Ribs	8 1/2
Butts	14
Hocks	7
Trimmings	8
Extra Lean Trimmings	8 1/2
Tails	6
Snots	4
Pigs' Feet	7
Pigs' Heads	5 1/2
Blade Bones	8
Blade Meat	8 1/2
Cheek Meat	9 1/2
Hog Livers, per lb.	1 1/2
Neck Bones	2
Skinned Shoulders	11
Pork Hearts	4 1/2
Pork Kidneys, per lb.	4
Pork Tongues	10 1/2
Slip Bones	5
Tail Bones	6 @ 6 1/2
Brains	5
Backfat	8 1/2
Hams	16
Calas	11
Bellies	12 1/2
Shoulders	11

## SAUSAGE.

Columbia Cloth Bologna	8 1/2
Bologna, large, long, round, in casings	8
Choice Bologna	9
Vienna	10

## WHOLESALE SMOKED MEATS.

Frankfurters	10
Blood, Liver and Headcheese	8 1/2
Tongue	12
Minced Sausage	11 1/2
Luncheon Sausage, cloth parafine	13 1/2
New England Sausage	13 1/2
Compressed Luncheon Sausage	13 1/2
Special Compressed Ham	13 1/2
Berliner Sausage	11 1/2
Honeyed Butts in casings	—
Oxford Butts in casings	—
Polish Sausage	10
Garlic Sausage	10
Country Smoked Sausage	12
Farm Sausage	13 1/2
Pork Sausage, bulk or link	9 1/2
Pork Sausage, short link	10
Boneless Pigs' Feet	8 1/2
Hams, Bologna	11 1/2

## Summer Sausage.

Best Summer, H. C., Medium Dry	24
German Salami, Medium Dry	20
Italian Salami	24 1/2
Holsteiner	14 1/2
Mettwurst, New	16 1/2
Farmer	19 1/2
Monarque Cervelat, H. C.	19 1/2

## Sausage in Oil.

Smoked Sausage, 1-50	\$5.00
Smoked Sausage, 2-20	4.50
Bologna, 1-50	4.75
Bologna, 2-20	4.25
Frankfurt, 1-50	5.00
Frankfurt, 2-20	4.50

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	89.50
Pickled Plain Tripe, in 200-lb. barrels	6.50
Pickle H. C. Tripe, in 200-lb. barrels	7.75
Pickle Ox Lips, in 200-lb. barrels	12.50
Pickled Pigs' Snouts, in 200-lb. barrels	15.50
Lamb Tongues, Short Cut, barrels	32.00

## CORNED, BOILED AND ROAST BEEF.

Per doz.	
1 lb., 2 doz. to case	\$1.80
2 lbs., 1 or 2 doz. to case	3.30
6 lbs., 1 doz. to case	12.00
14 lbs., 1/2 doz. to case	28.00

## EXTRACT OF BEEF.

Per doz.	
1-oz. jars, 1 doz. in box	\$2.25
2-oz. jars, 1 doz. in box	3.55
4-oz. jars, 1 doz. in box	6.50
8-oz. jars, 1/2 doz. in box	11.60
16-oz. jars, 1/2 doz. in box	22.00
2, 5 and 10-lb. tins	\$1.75 per lb.

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 13.00
Plate Beef	@ 12.50
Prime Mess Beef	—
Extra Mess Beef	—
Beef Hams (220 lbs. to bbl.)	@ 12.00
Rump Butts	@ 17.50
Mess Pork, new	@ 16.50
Clear Fat Backs	@ 16.00
Family Back Pork	@ 18.00
Bean Pork	@ 13.50

## LARD.

Pure leaf, kettle rendered, per lb., tcs.	@ 11 1/2
Pure lard	@ 10 1/2
Lard, substitutes, tcs.	@ 8 1/2
Lard, compound	@ 8 1/2
Cooking Oil, per gal., in barrels	@ 50
Barrels, 1/2 c. over tress, half barrels, 1/4 c. over tress; tubs and pails, 10 to 80 lbs., 1/4 c. over tress.	

## BUTTERINE.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14@16 avg.	@ 11 1/2
Clear Bellies, 18@20 avg.	@ 10 1/2
Cook's and bakers' shortening, tubs.	13 @ 14
Tails	—
Snots	—
Pigs' Feet	7
Pigs' Heads	5 1/2
Blade Bones	8
Blade Meat	8 1/2
Cheek Meat	9 1/2
Hog Livers, per lb.	1 1/2
Neck Bones	2
Skinned Shoulders	11
Pork Hearts	4 1/2
Pork Kidneys, per lb.	4
Pork Tongues	10 1/2
Slip Bones	5
Tail Bones	6 @ 6 1/2
Brains	5
Backfat	8 1/2
Hams	16
Calas	11
Bellies	12 1/2
Shoulders	11

Hams, 12 lbs., avg.	@ 17
Hams, 16 lbs., avg.	@ 16
Skinned Hams	16 1/2 @ 17 1/2
Calas, 4@6 lbs., avg.	@ 10
Calas, 6@12 lbs., avg.	@ 9 1/2
New York Shoulders, 8@12 lbs., avg.	@ 10 1/2
Breakfast Bacon, fancy	@ 22 1/2
Wide, 10@12 avg., and strip, 5@6 avg.	@ 17
Wide, 6@8 avg., and strip, 3@4 avg.	@ 19
Rib Bacon, wide, 8@12, strip, 4@8 avg.	@ 14
Dried Beef Sets	@ 18
Dried Beef Insides	@ 20
Dried Beef Knuckles	@ 19
Dried Beef Outsides	@ 17 1/2
Regular Roasted	@ 23
Smoked Roasted Hams	@ 24
Boiled Calas	@ 16
Cooked Loin Rolls	@ 24 1/2
Cooked Rolled Shoulder	@ 16

## SAUSAGE CASINGS.

## F. O. B. CHICAGO.

Rounds, per set	15
Export Rounds	21
Middles, per set	62
Beef bungs, per piece	16
Beef weasands	7
Beef bladders, medium	23
Beef bladders, small, per doz.	30
Hog casings, free of salt	70
Hog middles, per set	10
Hog bungs, prime	7
Hog bungs, narrow	4
Imported wide sheep casings	90
Imported medium wide sheep casings	80
Imported medium sheep casings	70
Hog stomachs, per piece	3 1/2

FERTILIZERS.	




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September 9, 1911.

## LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from National Live Stock Commission Co.)

Union Stock Yards, Chicago, September 6.

Monday's very moderate run of 18,537 cattle included about 4,500 Westerns, the curtailed supply of natives being the natural result of the severe drubbing that the market received the middle and latter half of last week. Buyers for the packers took things easy, as killing operations were suspended on account of Monday being Labor Day and a holiday, but the Eastern order buyers had fairly good sized orders to fill, and cattle selling above \$7.00 ruled 10c., and in some cases 15c., higher, most improvement being noted on the choice cattle, of which there was a decided scarcity. Under \$7.00 it was a steady proposition, with occasional sales that looked a little higher. The extreme top of the market was \$8.10 for prime heavy beees; a dozen loads sold from \$7.90@8.00, and the bulk of the prime cattle went from \$7.50@7.85; good to choice grades, \$6.75@7.40; medium to good kinds, \$6.00@6.75, and fair to medium, \$5.40@5.90. Tuesday's run of 5,324 cattle included about 2,000 Westerns, the supply of natives consisting largely of butcher stuff and stockers and feeders, and the small percentage of native steer cattle on sale met with a slow but fully steady demand, and everything was disposed of in good season at prices that were on a par with Monday's level. Wednesday (today), receipts of cattle are estimated at 17,000, including about 3,000 Westerns, and the general trade on the good steers ruled only steady, with other grades showing 10c. decline from Monday's level.

The week opened with a very moderate supply of "she-stuff," especially of the better grades of cows and heifers, and despite the fact that Monday was a holiday in packing-house circles the trade ruled active and strong, with most sales showing 10@15c. advance. The bull market also showed considerable activity, some sales showing 10c. advance; but the calf market suffered a decided slump on account of a cessation of killing operations, and the bulk of the crop sold at a decline of 50c. per cwt., extreme top on Monday being 9c. Tuesday's trade showed no quotable change from Monday, the bulk of "she-stuff" on sale being of very ordinary quality and of the grades that come in competition with the Westerns. Today (Wednesday), the percentage of butcher stuff in the estimated receipts of 17,000 cattle is again fairly moderate.

A very indifferent demand from all sources has caused a break in the hog market. With receipts of 25,000 today prices are ruling 10@15c. lower again, making a decline of 25@30c. per cwt. since Monday. Good to choice light going at \$7.25@7.40; light and medium weight butchers, \$7.25@7.35; good to prime heavy, \$7.05@7.15; fair to good packers, \$6.80@6.90. Big trade rather demoralized, prices being fully \$1 per cwt. lower than a week ago. Pretty good pigs weighing from 40@100 lbs. selling at \$4.50@5.25; 110@130 weights at \$6.00@6.50.

Sheep and lambs have been over-supplied during the past two days, and indications point to liberal supplies for the coming two or three weeks. The lamb market has suffered a severe decline during the past week, and prices on killing lambs today stand from 50@75c. per cwt. lower than one week ago. While supplies of lambs are much in excess of the demand, there has been a scarcity of good sheep of all kinds, and this branch of the trade is considerably higher than ten days ago. We quote: Westerns—Good to prime wethers, \$3.85@4.00; fat ewes, \$3.50@3.75; fat killing yearlings, \$4.75@5.00; fair to best lambs, \$5.75@6.15; feeding lambs, \$5.00@5.50; feeding yearlings, \$4.00@4.40; feeding wethers, \$3.40@3.65. Natives—Wethers, \$4.00@4.25; fat ewes, \$3.75@4.00; poor to medium ewes, \$3.25@3.50; cull ewes, \$2.00@3.00; fair to best lambs, \$5.50@6.00; cull lambs, \$4.00@4.50; stock ewes, \$4.00@4.25.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, September 5.

A normal Tuesday run of cattle arrived here today, 19,000 cattle, including 2,800 calves. The market is holding steady on most kinds. Corn-fed steers running to choice quality were in moderate offering and received first attention, the best selling at \$8; bulk of the beef steers bring, \$5.75@7.25; grass steers, \$4.60@7.35; native cows, \$3@5.25; bulls, \$3@4.50; best veals, \$7.50; feeders bring \$4.50@5.75; stockers, \$3.50@5.25. Receipts in the quarantine division aggregated 61 cars. The steer offerings were about evenly divided between the common and good class. The heavier weight and better steers sold fully steady at \$4@5.45; cows, \$3@4.35.

Hog receipts show a shrinkage from runs a short time ago, but are larger than at this time last year; 11,500 here today, and the market is from 10@15c. per cwt. lower; top, \$7.35; bulk of sales, \$7.10@7.30; heavies, \$7.05@7.25; mediums, \$7.15@7.35, and light hogs, \$7.15@7.30.

Large sheep receipts from the West is causing the market to break badly, 14,000 here today. Lambs are showing the greatest decline; best Utah lambs brought \$5.85 here today; yearlings, \$4@4.50. The offering of sheep was small, as usual, wethers selling at \$3.25@3.75; ewes, \$3@3.50.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour	6,541	5,560	9,453
Fowler	3,526	...	2,685
S. & S.	5,435	5,679	4,548
Swift	7,210	5,303	6,200
Cudahy	5,921	4,208	5,658
Morris & Co.	6,292	3,795	5,423
Butchers	155	373	41
Total	35,080	24,918	34,010

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., September 6.

Cattle receipts for the first three days this week total 15,100 head, about 1,000 less than for the same period last week. Strength has been the dominating characteristic of this week's market, especially on the good to choice cattle. No prime beees have been offered, \$8.00 being the top for yearlings, some 1,560-lb. steers topping the heavy sorts at \$7.85. Monday's supply contributed more to quality than receipts of the last two days, and in spite of the usual holiday influence, the market that day was a brisk affair, most sales of steers ruling 10@15c. higher than the close of last week. Values of cows and heifers remain on about the same basis as a week ago, with a top of \$7.00 on heifers and \$5.00 on cows. Vealers, 50c. higher, top today and yesterday \$9.50. Quarantine receipts number 182 carloads. Best steers here this week sold today at \$5.75, weighed 1,252 lbs. The market has held to a strong tone, each day's receipts clearing readily.

Hog receipts for the week so far, 33,000 head, an increase of 5,000 over the first three days of last week. Receipts for the month of August past, show a gain of 40,822 head over August, 1910, while receipts for the year up to September 1 show an increase of 368,857, or 40 per cent. over the same period last year. The average top price for last month here was \$7.77, Chicago holding the same record, while the average top price at Kansas City was \$7.50. Market this week has been on the down grade, with the exception of Monday, which, with a top of \$7.75, was strong to 5c. higher than the close of last week. Today's prices show a 25c. decline since Monday: top \$7.50, bulk of hogs selling at \$7.20@7.40.

Sheep receipts have been comparatively light this week, and for the first two days the market held strong and active. The week's top on lambs was obtained Tuesday at \$6.25, most of the good kinds selling today at \$5.75@6.00, the latter values being 15c.

lower than at the close of last week. Practically all muttons have sold at \$3.50, the market ruling steady all week.

## OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, Sept. 5.

Receipts are beginning to assume the proportions and appearances of early fall, and yet last week's supply fell 10,000 short of a year ago. The increase in supplies, however, was sufficient to enable buyers to force prices down, and both native and range beees sold off fully 15@25c. during the week, and there has been still further weakness developed this week. Best corn-fed beees are now selling around \$7@7.50 and best Western range beees around \$6@6.50. On account of the liberal receipts the decline is chiefly on the medium to fair beees, while the toppy loads do not show so very much loss. Cows and heifers have been in active demand right along at steady to strong figures. No really choice or fancy stock is showing up in the offerings, but quite a few range cows and heifers are selling up around \$5@5.10. Most of the stuff is selling at a range of \$3.75@4.65, and canners and cutters are going at \$2.50@3.60. Veal calves, bulls, stags, etc., are bringing pretty much the same figures as they were a week ago.

No great change took place in the hog market last week, and there is not much change in prospect. Very moderate supplies have found a very fair demand from both local packers and shippers, and conditions in the trade have not varied materially for some time. All classes of buyers are taking the good light and butcher grades freely at the best prices and discriminating against the heavier and coarser grades, although the range of prices is usually rather narrow and the good hogs of all weights are pretty well "bunched." With only 6,200 hogs here today, the market was 10c. lower. Tops brought \$7.20, as against \$7.35 last Tuesday, and the bulk of the trading was at \$7@7.10, as against \$7.10@7.20 a week ago.

Sheep supplies last week were the heaviest of the season, some 130,000 head being received. Most of these were fat enough for the killers, and the market suffered a severe break, fat grades being quoted 50@60c. off. A good feeder demand exists, and about 60 per cent. of the offerings are going back to the country to be fattened. Fat lambs are selling at \$5.25@5.75; fat yearlings, \$4@4.40; fat wethers, \$3@3.50, and ewes, \$2.75@3.25.

## NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO SEPT. 4, 1911.

	Sheep and		
	Beefes.	Calves.	Lambs.
New York	2,593	4,467	887
Jersey City	3,048	2,424	27,348
Central Union	3,748	843	13,471
Lehigh Valley	3,000	250	—
Scattering	—	170	51
Totals	12,449	8,154	42,287
Totals last week	13,462	6,853	67,461

## WEEKLY EXPORTS.

	Live	Live	Qrs. of
	cattle.	sheep.	beef.
J. Shamborg & Son, Minneapolis	280	—	—
Sulzberger & Sons, Minneapolis	297	—	—
Swift Beef Co., Minneapolis	200	—	420
Swift Beef Co., Philadelphia	—	—	310
Morris Beef Co., Minneapolis	200	—	—
Miscellaneous, Bermudian	36	85	—
Total exports	1,023	85	730
Total exports last week	1,272	50	420

## MEAT AND STOCK EXPORTS

WEEKLY REPORT TO SEPTEMBER 4, 1911.

Exports from—	Live	Live	Live
	cattle.	sheep.	beef.
New York	1,023	85	730
Boston	683	—	—
Philadelphia	250	—	—
Montreal	575	—	—
Exports to—			
London	1,362	—	730
Glasgow	200	—	—
Manchester	683	—	—
Antwerp	250	0	—
Bermuda and West Indies	36	85	—
Totals to all ports	2,531	85	730
Totals to all ports last week	3,791	50	420

## THE WEEK'S CLOSING MARKETS

### FRIDAY'S GENERAL MARKETS.

#### Lard in New York.

New York, September 8.—Market steady. Western steam, \$9.90; Middle West, \$9.80; city steam, \$9.37½; refined Continent, \$10.20; South American, \$11; Brazil, kegs, \$12; compound, 7¾@8¼c.

#### Marseilles Oils.

Marseilles, September 8.—Sesame oil, fabrique, 67 fr.; edible, 92 fr.; copra oil, fabrique, 98½ fr.; edible, 118½ fr.; peanut oil, fabrique, 68 fr.; edible, 93 fr.

#### Liverpool Produce Markets.

Liverpool, September 8.—(By Cable.)—Beef, extra India mess, 87s. 6d. Pork, prime mess, 92s. 6d.; shoulders, 40s@51s.; hams, 69s. Bacon, Cumberland cut, 59s.; long clear, 63s.; bellies, 61s. Tallow, prime city, 34s.; choice, 37s. 6d. Turpentine, 39s. 9d. Rosin, common, 15s. 1½d. Lard, spot prime Western, 49s.; American refined in pails, 50s.; 28-lb. blocks, 48s. 9d. Lard, Hamburg, 48 marks. Cheese, Canadian finest white, new, 64s. 6d. Tallow, Australian (London), 31s. @36s. 6d.

### FRIDAY'S CLOSINGS IN NEW YORK.

#### Provisions.

The market was a shade easier on expectations of a slightly more favorable government crop report.

#### Tallow.

Offerings continued scarce. Prime city quoted at 7½@7¾c.

#### Oleo and Lard Stearine.

Demand is fair and offerings continue very light.

#### Cottonseed Oil.

The bearish ginners' report of 771,000 bales caused decided weakness at the start, but under good buying, partly for foreigners, a better tone developed.

Market closed firm at new high levels for distant months, with offerings limited. Sales, 12,000 bbls. Spot oil, \$6.65@6.90. Crude nominal. Closing quotations on futures: September, \$6.58@6.60; October, \$6.26@6.29; November, \$6.15@6.16; December, \$6.13@6.15; January, \$6.13@6.14; February, \$6.13@6.14; March, \$6.13@6.14; good off oil, \$6.40 @6.60 bid; off oil, \$6.35@6.55 bid; winter oil, \$6.75 bid; summer white, \$6.60@7.50.

### FRIDAY'S LIVESTOCK MARKETS.

Chicago, September 8.—Hog market 10c. higher; quality fair; bulk of prices, \$6.95@7.30; mixed and butchers', \$6.90@7.53; heavy, \$6.75@7.45; Yorkers, \$7.45@7.50; pigs, \$4.75 @7.30; cattle market slow and weak; beeves, \$5@8.10; cows and heifers, \$2.25@6.10; Texas steers, \$4.40@6.35; stockers and feeders, \$4.40@6.40; Westerns, \$4@7. Sheep market steady and shade higher; native, \$2.25@3.90; Westerns, \$2.50@4; yearlings, \$3.90@4.70; lambs, \$3.75@6.

Kansas City, September 8.—Hogs 5c. higher, at \$6.45@7.35.

St. Louis, September 8.—Hogs, 10@15c. higher, at \$7.30@7.45.

East Buffalo, September 8.—Market opened with 6,400 hogs on sale; market higher, at \$7.40@7.80.

Sioux City, September 8.—Hogs steady, at \$6.80@7.05.

Cleveland, September 8.—Hogs 10c. higher, at \$7.40@7.65.

Louisville, September 8.—Hogs 5c. higher, at \$7.40@7.65.

South Omaha, September 8.—Hogs, 5@10c. higher, at \$6.90@7.10.

Indianapolis, September 8.—Hogs higher, at \$7.50@7.70.

St. Joseph, September 8.—Hogs strong, at \$4.75@7.25.

St. Paul, September 8.—Hogs 5c. higher, at \$6.95@7.25.

### RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 2, 1911.

	Cattle.	Hogs.	Sheep.
Chicago	300	2,385	1,000
Kansas City	500	549	7,000
Omaha	100	2,072	400
St. Louis	600	3,500	500
St. Joseph	200	2,000	
Sioux City	200	2,500	
Oklahoma City	50	150	125
Milwaukee		769	
Pearl		900	
Louisville			200
Indianapolis	600	4,000	
Pittsburgh	200	1,500	
Cincinnati		1,201	
Cleveland	40	1,000	
Buffalo	100	2,900	3,000
New York	1,817	1,111	3,744

MONDAY, SEPTEMBER 4, 1911.

	Cattle.	Hogs.	Sheep.
Chicago	18,000	18,000	9,000
Kansas City	18,000	16,000	18,000
Omaha	2,700	5,300	2,800
St. Louis	6,043	8,817	1,514
St. Joseph	5,000	125,000	7,000
Sioux City	2,000	6,000	1,800
St. Paul	1,000	7,900	5,500
Fort Worth	1,200	1,800	
Louisville			1,330
Indianapolis	650	1,500	
Pittsburgh	3,000	6,000	9,000
Cleveland	300	1,800	1,000
Buffalo	4,200	13,000	14,000
New York	3,006	7,340	10,565

TUESDAY, SEPTEMBER 5, 1911.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	4,500	45,000
Kansas City	19,000	11,784	14,000
Omaha	6,500	5,455	37,000
St. Louis	6,296	12,063	1,764
St. Joseph	2,400	2,500	2,400
Sioux City	3,500	1,200	1,600
St. Paul	2,200	2,000	4,400
Oklahoma City	1,150	600	125
Fort Worth	1,200	1,700	
Louisville		3,832	
Indianapolis	2,000	1,500	
Pittsburgh	2,561	5,891	910
Cleveland	60	2,600	2,000
Buffalo	100	2,900	2,000
New York	817	2,441	4,530

WEDNESDAY, SEPTEMBER 6, 1911.

	Cattle.	Hogs.	Sheep.
Chicago	17,000	26,570	45,000
Kansas City	12,500	9,154	13,000
Omaha	7,500	7,299	16,000
St. Louis	4,436	12,425	2,288
St. Joseph	6,000	3,000	9,000
Sioux City	4,200	1,800	600
St. Paul	1,000	1,700	500
Oklahoma City	400	900	300
Fort Worth	1,600	2,000	400
Louisville		4,971	
Indianapolis	1,900	10,000	
Pittsburgh		3,000	
Cincinnati	850	3,457	2,411
Cleveland	150	1,800	2,400
Buffalo	25	3,600	2,400
New York	2,269	5,138	8,803

THURSDAY, SEPTEMBER 7, 1911.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	4,000	27,000
Kansas City	6,500	5,000	6,000
Omaha	5,500	2,500	22,000
St. Louis	10,000	13,902	2,500
St. Joseph	4,500	2,600	3,000
Sioux City	3,000	500	200
Fort Worth	1,600	2,000	
Louisville		2,794	
Indianapolis		1,200	
Pittsburgh		6,000	

Cincinnati	1,016	4,132	2,143
Buffalo	50	3,600	2,400
New York	1,298	1,535	4,166

FRIDAY, SEPTEMBER 8, 1911.

Chicago	1,500	8,000	8,000
Kansas City	1,000	3,500	8,000
Omaha	700	3,500	8,000
St. Louis	2,200	6,000	2,000
St. Joseph	1,300	3,000	600
Sioux City	300	2,500	500
Fort Worth	2,500	4,000	1,000
St. Paul	800	1,000	400

### SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending September 2, 1911:

#### CATTLE.

Chicago	16,170
Kansas City	35,050
Omaha	17,649
St. Louis	12,852
Cudahy	679
Sioux City	2,747
Ottumwa	859
South St. Paul	6,489
Indianapolis	4,428
New York and Jersey City	9,918
Fort Worth	8,202
Philadelphia	3,838
Pittsburgh	4,541

#### HOGS.

Chicago	36,746
Kansas City	29,418
Omaha	19,301
St. Joseph	23,132
Cudahy	7,220
Sioux City	5,104
Ottumwa	4,569
Cedar Rapids	5,008
South St. Paul	21,735
Indianapolis	25,109
New York and Jersey City	42,202
Fort Worth	8,470
Philadelphia	3,668
Pittsburgh	12,739

#### SHEEP.

Chicago	42,498
Kansas City	34,010
Omaha	45,643
St. Joseph	19,039
Cudahy	391
Sioux City	2,636
Ottumwa	177
South St. Paul	3,452
Indianapolis	1,666
New York and Jersey City	42,202
Fort Worth	2,131
Philadelphia	1,035
Pittsburgh	10,014

### ST. JOSEPH

(Special Letter to The National Provisioner.)

Stock Yards, So. St. Joseph, Mo., Sept. 5. Receipts of cattle today were 3,076 head, of which the greater percentage were on the Western order. Steers comprised the big end of the run. The market for steers, both natives and Westerns, displayed a degree of slowness, although there was no quotable weakness in prices. A good class of 1,500-lb. corn-fed beefs sold at \$7.60; prime grades of same weight would sell around \$8 or better. Few strictly good Westerns are coming to this market. The best here today were medium weights that sold at \$6.80. They were the kinds selling at \$6.75 at the recent high time. The bulk of the range offerings are finding their way into dressed meat channels at \$3.60@6.25. Cows and heifers are abnormally scarce and selling out of line with steers. Best cows selling up around \$5, with the fair to good kinds going largely at \$3.75 @4.50. Heifers are quotable at \$4.25@7, bulls at \$3.25@5.25 and calves at \$3.50@7.75. Hogs sold 5@10c. lower today, with the close being at the full decline. The receipts numbered 5,402. Tops sold at \$7.40, with bulk of sales from \$7.10@7.30. An increasing number of pigs arriving at the Yards is suggestive of sickness among swine in territory tributary to this point. Sheep and lamb receipts today were light, 1,036 head. The demand for fat sheep was broad enough to furnish outlet for the few here at steady prices. Native lambs also sold steady on a basis of \$5.50 for tops. Western lambs continue to slip, and have now reached a level \$1.25@1.50 lower than the high point a few weeks ago. Not many feeders are going out, killers buying all but a small quota of the offerings. Choice Western lambs are now pegged around \$5.75.

## Government Inspection

requires your packing house to have the most  
Sanitary Arrangement

We are specialists in this work

Write us in regard to your requirements

TAIT - NORDMEYER ENGINEERING CO., Liddell Building St. Louis

# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### How Employees Can Make More Money for You and Themselves

By a Practical Retailer.

Some time ago a high railroad official called a meeting of all the laborers on the pay roll of the company that could possibly attend. When all were seated he proceeded to have a heart-to-heart talk with them on the subject of economy.

He asked them to try and save one nickel a day each, on such small matters as a few lumps of coal, a few railroad spikes, lubricating oil, cotton waste, a few nails picked up here and there, turning off an unnecessary light here and there, saving on material in the repair and carpenter shops, equipment supply and repair departments; the clerical and office staff on the saving of pencils, pens, ink, blotters and office waste of all kinds, even including type-writer supplies. The conductors, brakemen and train hands were asked to carefully watch the lighting apparatus and the conductors to redouble attention to the collection of fares and tickets.

The talk impressed the men, and the spirit of economy gradually spread and grew, until the employees formed societies among themselves to talk over ways and means to bring the movement to the highest possible standard. It finally embraced the most exclusive departments in the service, the Pullman and commissary departments, in the purchasing of meats, groceries, fruits, cigars, wines, liquors and all such supplies. Petty graft was stopped, such as commissions paid to purchasing agents, and so on down the line until the nickel-a-day saving plan had grown to such enormous proportions that the directors and stockholders of that railroad began to sit up and take notice.

Now, what inducements did the high railroad official offer to compensate the employees for their additional labor and faithfulness? The only kind of inducement that would interest a large body of employees is that of a financial kind, and consisted of a profit-sharing plan whereby a certain percentage of the money saved was divided among the employees, until they got it down so fine that the men began to watch each other, and when any waste was noticed the attention of the delinquent was immediately called to it. This plan is now being carried out by many manufacturing plants, and in mercantile life many prosperous merchants have for a long time instituted a profit-sharing plan with great benefit to themselves and employees.

Ever notice when you go into a certain store to buy something for yourself how courteous the clerk is, and how he'll ask if you need something else, and how hard he tries to swell your bill? Would he be so likely to try and please if he wasn't benefiting by it? The business is prosperous, the clerks are more contented. They have something to look forward to besides their regular wages.

They feel above the level of a mere clerk.

They have the interest of the business at heart. The more business, the bigger the profits, and at regular stated periods there's something coming to the clerk if he has taken the pains to work hard and increase the profits. He becomes keenly interested in the business; the boss' interests are his; he's a partner in a small way.

And he doesn't stay away from business if he has a trifling headache or a sore toe. He's less likely to drink and go out nights and be unfit for work the next day, when it's going to cut off some of his profits. And when the time comes that he is really too sick to attend to business properly, the boss knows it is not a lazy streak, and he feels more kindly towards him, and both for common humanity and business reasons he'll let a man take a rest, thereby gaining the everlasting respect and good will of an employee, who feels that his boss is a white man for whom it is a pleasure to work. In this way a feeling of good fellowship is established, and an employee feels that he is of some importance and adds to his ability and earning powers.

To sum it up, it pays, financially and otherwise, to have the good will of your help, no matter how menial their position, in your business, as they are bound to be keenly interested in its success.

(To be continued.)

### GOOD SERVICE VS. CHEAP PRICES.

A large Western manufacturer who writes friendly letters to retailers in an effort to inspire them to improve their business said a very wise thing in a recent one of these letters, says the *Grocery World*. He said "make your competition not on price, but on service."

To the retailer who is worried by the fact that the prices he is forced to compete with are too low to give him a fair return on his money, this is well worth deep consideration. The merchant whose only claim to the special consideration of consumers is a lower price than other stores, can have that claim completely destroyed in the twinkling of an eye.

It is no worthy claim at all. It is really a death trap. But he who schemes and plans and works to make his store the pleasantest and most convenient place in his community to buy from, who devises and invents the best plans for quick and competent service, has a royal road to consumers' favor, for there are always enough people in every town who are willing to pay the price to keep such a store active and profitable.

Such a man's only competitors are those who can meet him in the quality of his service, and since doing that is harder than cutting price, he is obviously apt to have fewer competitors than if he did his competing on price alone.

### LOCAL AND PERSONAL.

F. W. Miller will open a new meat shop at New Brunswick, N. J.

E. A. Leach has purchased his partner's interest in the meat market at Avoca, Ia., and will continue alone.

Small Brothers have taken charge of the meat market of H. Pugsley at Cornish, Me.

The Port Tampa City Meat Market, Tampa, Fla., has been sold to Mr. Myer, of Jacksonville.

J. M. Vogeley will open a new meat market at Tarentum, Pa.

J. W. Keener is erecting a new meat market at Tampa, Fla.

J. S. Vernon will remove his meat business to the Harris Brothers' grocery at Oskaloosa, Iowa.

I. L. Jones has engaged in the meat business at East Brady, Pa.

F. M. Neely will reopen his meat market at Hartford City, Ind.

Pancoast Brothers have opened their new meat market at Hancock's Bridge, N. J.

C. M. Nutter has purchased the meat market of C. J. E. Winegar at Point Pleasant, W. Va.

Freeman & Peterson are erecting a new meat market at Scottville, Mich.

Sladec & Halloh have opened a new meat market at Flatonia, Tex.

Armand Brothers have remodeled their meat market at Berkeley, Cal.

Chartier & O'Connor have purchased the meat business of L. Converse at Manchester, Conn.

R. D. Johnson has opened a new meat market at Groton, Conn.

William Zuber, who has been conducting the City Meat Market at Vincennes, Ind., will remove it to 1407 North Second street, and connect it with his other shop.

H. P. Millet has opened a new meat market at Scranton, Pa.

The provision dealers of New Bedford, Mass., have formed a temporary organization with Geo. S. Taber as president. They adopted the name of Retail Provision Dealers' Association.

Driscoll & McLaughlin will engage in the meat business at Preston, Ia.

The Columbia General Market has opened at Sacramento, Cal.

W. English has purchased the meat market of W. Jackson at Searshoro, Ia.

Foster Winey and Elmer Cheesborough have opened at Ludington, Mich., under the style of Cash Meat Market.

Smith & Higgins have purchased the butcher shop of W. H. Earl at Portland, Mich.

A. Benjamin has added a stock of groceries to his meat business at North Yakima, Wash.

Sheppard & Sheppard have purchased the meat and grocery business of Atwood & Gulle at 719 North 27th street, Lincoln, Neb.

O. H. Mooney & Son, of Ansley, have purchased the Morrison meat market at Broken Bow, Neb., and will continue at both points.

George Hedgecock has purchased the Mellick & Anderson butcher shop at Hemingford, Neb.

T. M. Hosick, of Smithfield, has purchased the meat market of Standord & Houser at Lexington, Neb.

C. R. Condall, of Stratton, has engaged in the meat business at Bridgeport, Neb.

The Montgomery Meat Market has opened for business at Clay Center, Neb.

John B. Snudderth has engaged in the meat business at Malcolm, Neb.

C. C. Bishop has purchased the butcher shop of L. Owens at Lushton, Neb.

Joe C. Smith has established himself in the meat business at Litchfield, Neb.

J. T. Harns has engaged in the meat business at Belvidere, Neb.

# GIVE US JUST ONE MINUTE

That is all the time we need, and more, to speak the word



And it will not take you much longer, when you use it, to realize that it produces just the kind—the sanitary kind—of cleanliness you have been trying to get by the use of other cleaning materials and did not get. If not all we say it is, it will cost you nothing.



Order from your supply house

**The J. B. Ford Company, Sole Mfrs., Wyandotte, Mich., U. S. A.**

This Cleaner has been awarded the highest prize wherever exhibited

The Garner butcher shop at Spokane, has been damaged by fire.

The meat market of Lawrence & Son at Sturgeon Bay, Wis., has been destroyed by fire.

A petition in bankruptcy has been filed against E. P. Casey, a meat and grocery dealer at Cold Spring, N. Y.

R. J. Rasmussen has purchased the meat market of W. Hedges at Springfield, Ohio.

#### COUNTRY BUTCHERS' COMPETITION.

A meat stall is one of the new features of the city market at Des Moines, Iowa. The stall is carefully screened and faces the city market square on the west. It is said the quotations there on the opening day were 40 to 50 per cent. cheaper than the quotations in the local meat shops. Outside towns have asked for privileges at the city market place.

#### MEAT INSPECTION AT ELMIRA.

City ordinances requiring meat inspection are now in force at Elmira, N. Y. All meat sold in the city must be inspected, either by government or city inspectors, and all meat peddlers must first take their meats to the city inspector's headquarters and submit it to examination before they can proceed on their routes.

#### GROCERS OBJECT TO MEAT TAX.

Retail grocers of Harrisburg, Pa., are planning to oppose the enforcement of a city ordinance requiring a license for selling meat. These grocerymen pay a license fee as grocers, and they object to paying another tax in order to sell meat. Most of them sell meat as well as groceries.

## Here Are Two Money Makers

#### "ROYAL" ELECTRIC MEAT CHOPPER

Would you invest in a ROYAL CHOPPER if you knew for certain that it would pay for itself in a few weeks? And then go on gaining customers and profit? We KNOW it will, because it's doing that very thing NOW for thousands. Drop us a line. We'll gladly show you how it will do the same for you.

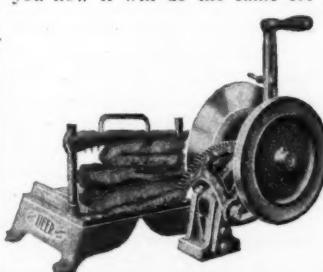


One of 28 Different Styles

#### "DEER" SLICER

Hand sliced meat is wasteful and unsatisfactory. Meat bought sliced soon becomes dry. Canned and bottled meats cost too much. A "DEER" slicer slices all kinds of boneless meats fresh as wanted. Let us show you how to increase your trade and profits. Write us to-day.

We also manufacture Electric Coffee Mills and Roasters.



The Simplest, Most Sanitary Slicer Made

#### WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 20, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would

be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully-arranged index of the important items appearing in our columns is published every six months, and with this and a binder which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information. The binder is finished in red and black leather, with gold lettering, and sells for \$1.25. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

**The A. J. Deer Company**  
174 West Street, Hornell, New York

# New York Section

Charles Peters, of the Peters Packing Company, McKeesport, Pa., was in New York this week.

Swift & Company's sales of fresh beef in New York City for the week ending September 2 averaged 9.15 cents per pound.

Isaac Stiefel, manager of the S. & S. Company's small stock department in the New York district, has returned from his vacation.

Superintendent J. A. Brady, of the Swift plant at Jersey City, began a belated vacation this week, following the successful opening of the new addition to the plant.

Swift officials and employees, with offices at the Jersey City plant, are feeling very "cheasty" these days over their fine new office quarters in the new plant. These offices and their appurtenances are as fine as any in the country.

M. Harrington, well known in the trade for many years as small stock salesman for B. W. Otis & Company, has resigned to take charge of a similar department under Manager W. P. Mountain, of the Cincinnati Abattoir Company.

Safe blowers stole \$500 in cash and some jewelry early Monday morning at the butcher shop of Joseph Lehner, No. 213 Bridge street, Brooklyn. The burglary is one of several that have occurred in the neighborhood recently. The thieves entered by the back window and carried the safe, a small one, from its position in view of the street to the rear of the shop, where they blew it open.

The Department of Health of the City of New York reports the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 2, 1911, as follows: Meat—Manhattan, 10,243 lbs.; Brooklyn, 7,006 lbs.; Bronx, 20 lbs.; Queens, 50 lbs.; total, 17,319 lbs. Fish—Manhattan, 4,675 lbs. Poultry and Game—Manhattan, 1,641 lbs.; Bronx, 25 lbs.; Queens, 60 lbs.; total, 1,726 lbs.

The usual Friday night bomb explosion occurred last Friday night in front of the butcher shop of Matteo Farino at No. 103 First avenue. This particular Friday night's explosion was like last week's—the bomb apparently was dropped from a roof. The butcher shop was wrecked and an adjoining tea and coffee store had most of its window glass broken. Farino denied that he ever received any Black Hand letters, but the police doubted the statement. He is the only Italian in the wrecked house and the bomb was plainly intended for his shop.

The annual strikes of the kosher butcher shop employees are said to be due in about a week. When the Kosher Butchers' Union ends its yearly strikes the members of the union become apathetic and a number of them allow themselves to drop out of the organization and by degrees a number of the shops which hitherto were union shops become non-union concerns. Business Agent Zamenowitch of the union says the coming strikes will be in the individual shops to force the recognition of the union. The usual general strike is to be omitted this year. The strikes are to be ordered in about half a dozen shops at a time.

The local meat trade will be more than ever engrossed in baseball today. Branch house managers and market men are notorious "fans," and may be found at the ball parks whenever there is a game and the houses close early enough. But today their usual haunts will know them not, for two exciting trade team contests are to take place elsewhere. At McNulty's Field, 149th street and 8th avenue, the first of a thrilling inter-city series between New York and Philadelphia teams of the Sulzberger & Sons Company will begin at 4 o'clock. This series is for both money and blood, and the Quaker City crowd is coming over in a special train to support its team. But before this game begins another, equally exciting, will be under way at Lenox Oval, 145th street and Lenox avenue, between teams representing the branch houses of Swift & Company and the Swift East Side plant. This contest begins at 2:30, and is for a silver cup offered at the recent outing, when these same teams played a 2 to 2 tie. This is the play-off.

## BUTCHERS AND NEW GAME LAW.

Butchers in New York City and State who sell game—and this includes most of the retailers having a good class of trade—are much interested in the working of the new State game law, effective last week, which prohibits the keeping or sale of any kind of native game at any time. Even foreign game cannot be sold unless it is tagged by State inspectors.

The Bayne bill, which became a law July 20, and which law became effective September 1, has greatly changed conditions in the game trade, says the Produce Review. The sale of native game is prohibited, though stock on hand which was put in storage in bond at the beginning of the close season last year can be sold when the open season for native game comes. But this game must be disposed of by January 1 next.

The new law allows the sale of foreign game under certain restrictions, but this foreign game has to be tagged, the tag remaining on the game until it reaches the consumer. Jos. V. Sauter, assistant chief in charge of the office at 1 Madison avenue, this city, of the game division of the Conservation Commission, has thirty inspectors which have been busy this week tagging the game in the various stores and storage houses. There is considerable of this foreign game available, and dealers are planning for liberal and regular shipments from abroad.

The following extracts are from a letter

received by a prominent game dealer from the game commission explaining the law:

"The law provides that the unplucked carcasses of pheasants of all species, Scotch grouse, European black-game, black plover, European black-legged partridge, Egyptian quail and the carcasses of European red deer, fallow deer and roebuck may be imported into this State from without the United States and sold from September 1 to March 1, both inclusive, provided, nevertheless, that immediately upon their importation and before they shall have been sold by the importer there shall be affixed to each quarter of each deer a tag or seal in the manner provided by section 78-a, and to each bird a tag or seal in the manner provided by section 96-a. The said tags or seals shall remain as aforesaid until the quarters of such deer or bird to which it shall be affixed shall have been consumed, and the sale of any quarter or larger portion of such deer, or of any portion of such bird which shall not at the time have affixed to it the tag or seal aforesaid shall constitute a violation of section 85-a, of section 92 of this act, as the case may be, provided, nevertheless, that the keeper of a hotel, a restaurant or a boarding house or a retail dealer in meat or club may sell portions of a quarter of any such deer so tagged or portion of any birds so tagged, to a guest, customer or member for consumption.

"The forest, fish and game law further provides that the Conservation Commission shall be entitled to receive and shall collect for each tag or seal affixed to the carcass of any animal or bird as provided by sections 78-a, 96-a, and 96-b, the sum of five cents.

"As the tagging is to be done under the supervision of the Conservation Commission, importation agents have been appointed, whose duties are to supervise the tagging of the game upon its arrival in the United States. All dealers importing game under the provisions of the Bayne bill must notify the New York office of the Conservation Commission, No. 1 Madison avenue, of all expected imports of game, the number and kind of species imported, the expected date of arrival of the steamer carrying the game, also the name of the cold storage house where it is intended the game is to be stored and tagged. Dealers are required to have men ready to do the tagging under the supervision of Conservation Commission's importation agents."

Coincident with the Bayne law going into effect, forbidding the sale of any native game in this State, a large consignment of birds and venison arrived from Europe last week on board the Oceanic, and was delivered to A. Silz, Inc., No. 414 West 14th street. Immediately on the receipt of the consignment the firm notified the State Forest, Fish and Game

## FISH!

## FISH!

## FISH!

You will save money in buying your Fish **DIRECT** from the Wholesaler

**B. F. PHILLIPS & CO.**

7 "T" Wharf,  
BOSTON, MASS.

Correspondence Solicited—Satisfaction Guaranteed

**OUR SPECIALTY { Rockport Steak Cod  
Shore Haddock**

# HEARN West Fourteenth St., New York.

**NO MEATS  
GROCERIES LIQUORS BUT EVERYTHING  
IN DRY GOODS.**

Commission, which sent an inspector to attend to the tagging of the game, as required by the new law. In the consignment were 30,000 birds and 286 deer which Mr. Silz had personally bought in Europe.

Mr. Silz returned from his trip abroad two weeks ago. He said that he had had no difficulty in getting the game, except that he was forced to go to Great Britain, France, Germany, Belgium, Switzerland and Russia in his quest. Most of the birds are pheasants and redleg partridges. The others are Scotch grouse, black plover, Egyptian quail and blackgame.

Each tag is a leaden strip with a round head, on which are printed a letter designating the name of the firm and a number showing the kind of game. Each bird has one tag, which costs five cents. It is placed on a leg, and cannot be removed until an inspector visits the hotel, restaurant or club which purchases it, and inspects the tag again. Each carcass of the deer has four tags, costing five cents each. Any violation of the law regarding the tag will cause a fine of \$25 to be levied on the purchaser.

#### SILZ EMPLOYEES' OUTING.

The third annual outing of A. Silz employees was held at Boehm's Park, New Dorp, S. I., on Sunday, and was attended by a record crowd, which far eclipsed any of the previous affairs given by this house. Everything which the weather man could prescribe in the way of perfect weather conditions was realized, and every one having a ticket was on hand to make the best of everything which goes with this annual fixture of the Silz concern.

A section of the New York Letter Carriers' Band (Brooklyn Division) under the leadership of Prof. Houts, played "The Marseillaise" before the start, and at 9.45 a. m. the participants took their seats, filling 14 large sight-seeing motor cars, which carried them to the Staten Island ferry, and thence to New Dorp.

Arrived on the grounds and breakfast over, after a short rest the baseball game was started between Silz vs. De Winter teams, and won by the former team. Score, Silz 9, De Winter 2.

The usual series of athletic events, 100 yard dash, shoe race, fat mens' race, one mile relay, etc., were started by Walter Burke, of the New York police force, and while no records were smashed, still the games were spirited and fiercely contested,

several dead heats resulting. In the tug of war the Buckle team won from the Silz team, and the latter team won from the De Winter team. President Silz, in his usual generous way, lavished cash prizes on many special events not on the regular programme. Vice-President Greenebaum was an interested though inactive spectator, non of the prizes apparently tempting him to stride or dash down the track. Secretary Godchaux refused point blank to toe the scratch, as he said he had not trained and was consequently in no condition to set the pace as in former years.

Altogether the outing was the greatest success ever, and the arrangement committee had good reason to be proud, for it was only through their painstaking efforts that this result was achieved. This committee was made up as follows: John Bopp, John Martin, Joseph Miller and John Shackleton, aided by the board of trustee, consisting of Gene Flauraud, Andre Silz and Frank Wychoff.

To give a list of those present at this outing would be to name all of those most prominent in the poultry trade and a number from the produce trade, the most prominent of the latter being John Buckle. The dairy lines were represented by Agents B. Oehlert, P. J. Gaynor and F. J. Convery; even Southern aristocracy was represented by W. J. Wildman, of Leesburg, Va. It was noted with much regret that Louis Mouquin was absent, although his manager, U. T. Delisle, was very much in evidence. One of the features was the drawing for a case of wine, donated by Mr. Mouquin as a first prize, and four additional prizes of \$5 each. This Silz outing has become so popular that it is now a trade fixture.

#### NEW YORK TRADE RECORD

##### BUTCHER, FISH AND OYSTER FIXTURES.

##### MANHATTAN MORTGAGES.

(R) means Renewal Mortgage.

Glen, Sam, 196 Henry St.; Herm. Brand, \$55.  
Greenwald, Annie, 221 E. 82d St.; J. Levy & Co. \$250.  
Lang, E. D., 119 W. 125th St.; Van Iderstine Co. \$100.  
Menchel, Sam, 80½ Attorney St.; Samuel Silverman, \$100.  
Mayo, Wm. & L. Guleota, 2458 Belmont Ave.; Katzstein Bros. \$100.  
Okolenski, Alex, 1436 Avenue A; Fred Lesser, \$90.  
Pasquale, T., 129 Mott St.; J. Levy & Co. \$120.  
Soerdlin, Harry, 231 E. 103d St.; J. Levy & Co. \$100.  
Trischling, Benni, 734 E. 9th St.; J. Levy & Co. \$70.

##### BROOKLYN MORTGAGES.

Alessa, C., 403 Hicks St.; Gustave Selner, \$85.  
Buster, Leo, 2363 Atlantic Ave.; Gustave Selner, \$105.  
Geglio, Adolph, 5027 3d Ave.; National Cash Reg. Co. (R) \$90.  
Herson, Solomon, 55 Ames St.; Julius Levy, \$50.

Kopp, Adolph C., 77 Saratoga Ave.; Jacob Selner, \$150.  
Minutolo, Dominick, 3418 Ft. Hamilton Ave.; Los Rosenberg, \$250.  
Mandel, Herman & Son, 164 Havemeyer St.; Julius Levy & Co. \$100.  
Rosen, Louis, 166 Stockton St.; Herman Brand, \$108.  
Rosen, Harry, 247 Sackman St.; Jos. Rosenberg, \$90.  
Rosengarten, Sam, 264-66 S. 1st St.; Julius Levy, \$100.  
Schechtman, Sam, 292 Grand St.; Jos. Rosenberg, \$120.  
Wetzstein, Simon, 52 Stagg St.; Herman Brand, \$110.  
Wachslag, Harris, 1007 Myrtle Ave.; Jos. Rosenberg, \$110.

##### BROOKLYN BILLS OF SALE.

Budelman, H. & L. Schmackenberg, 155 Howard Ave.; Gus. Horn, \$1,000.  
Barkin, Sam, 1210 39th St.; Yetta Falek, \$450.  
Ullmann, Ludwig, 658 Manhattan Ave.; Leopold Grodwohe, \$225.

##### GROCERIES, DELICATESSEN, HOTEL AND RESTAURANT FIXTURES.

##### MANHATTAN MORTGAGES.

Bertermann, Henry, 2321 2d Ave.; Chas. Sieman, No amount.  
Hollenber, S. & M. Sewald, 622 E. 11th St.; L. Stager, \$329.  
Papazian, V., 417 W. 38th St.; K. Krikorian, \$248.  
Rosenblom, Jos., 552 Lenox Ave.; Julius Krainin, \$1,571.  
Stein, A., 35 Canal St.; L. Melich, \$1,000.  
Bramson, Walter W., 206 W. 53d St.; Nathan Radus, \$60.  
Blank, Morris & Mary, 32 W. Houston St.; Samuel Golden, \$150.  
Brod, D. & J. Silverstein, 96-98 Fulton St.; F. Spiegel, \$700.  
Hecht, Simon, 240 1st Ave.; P. Wechsler, \$300.  
Panas, Christiania, 81 W. 135th St.; Geo. Grammas, \$250.  
Stevens, Stather, 645 Lenox Ave.; Angel Angelore, \$200.  
Ztakall, Aristo & Athanasios I. Protonenes, 559 1st Ave.; Goanes Lewis, \$75.

##### MANHATTAN BILLS OF SALE.

Caracappa, V. & C., 185 Christie St.; G. Loiancono, \$1.  
Muller, Caroline J., 223 9th Ave.; Frederick Ehlenberger, \$6,000.  
Marino, S., 26 Prince St.; I. Virga & G. Tussa and others, \$10.  
Reitman, R., 506 Wendorff Ave.; M. Reitman, \$100.  
Slemer, Chas., 2321 2d Ave.; Henry Bertermann, \$2,000.  
Vockerath, Geo., 1480 Williamsbridge Road; Emil Vogel, \$1,000.  
Weiner, Max, 129 W. 130th St.; Yetta Rabinowitz, \$2,300.

##### BROOKLYN MORTGAGES.

Mauro, Nichele, 193 Sackett St.; Ignazio Scuderi, \$90.  
Singer, Jos., 731 Coney Island Ave.; Samuel Levin, \$115.  
Bernstein, 144 Livingston St.; I. Schulman, \$160.  
Cromer, Chas. J., Surf Ave. and W. 29th St.; Whitley Hotel, \$750.  
Christie, Olga, 1233 Bedford Ave.; Herm. J. Schormack, \$375.  
Diacoumas, V., 1194 Fulton St.; Restaurant Furn. Co., \$62.  
Feinberg, Saml., 1565 Broadway; Jefferson Hotel & Rest. Co., \$7,500.  
Goebeler, Anna F. & Jno. F., Flatbush Ave. and Malcolm St.; \$1,113.  
Williams, Gust., 533 5th Ave.; Restaurant Furn. Co. \$284.

##### BROOKLYN BILLS OF SALE.

Stein, Jos., 258 Stockton St.; Jacob Rubenstein, \$500.

## A. C. WICKE MFG. CO. BUTCHERS' FIXTURES, ICE HOUSES

AND COMPLETE MARKET EQUIPMENTS

406-412 East 102d St.

NEW YORK CITY

Telephone 5687 Lenox

September 9, 1911.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers	\$6.40 @ 7.50
Poor to fair native steers	4.35 @ 6.30
Oxen and stags	2.75 @ 5.00
Bulls and dry cows	1.25 @ 5.00
Good to choice native steers one year ago	6.10 @ 7.35

## LIVE CALVES.

Live veal calves, common to prime, per 100 lbs.	7.50 @ 10.25
Live veal calves, culs, per 100 lbs.	5.00 @ 6.00
Live calves, grassers and buttermilks	@ 4.75
Live calves, Western	@ 6.50

## LIVE SHEEP AND LAMBS.

Live lambs, common to choice	5.00 @ 7.00
Live lambs, culs, per 100 lbs.	@ 4.00
Live sheep, common to fair, per 100 lbs.	2.50 @ 4.00
Live sheep, culs, per 100 lbs.	@ 2.00

## LIVE HOGS.

Hogs, heavy	@ 8.20
Hogs, medium	@ 8.25
Hogs, 140 lbs.	@ 8.35
Pigs	@ 8.35
Rough	7.20 @ 7.35

## DRESSED BEEF.

## CITY DRESSED.

Choice native heavy	11 1/2 @ 12
Choice native light	10 1/2 @ 11 1/2
Common to fair native	9 1/2 @ 10 1/2

## WESTERN DRESSED BEEF.

Choice native heavy	11 1/2 @ 12
Choice native light	11 @ 11 1/2
Native, common to fair	@ 10
Choice Western, heavy	9 1/2 @ 10 1/2
Choice Western, light	9 @ 9 1/2
Common to fair Texas	8 @ 8 1/2
Good to choice heifers	9 @ 9 1/2
Common to fair heifers	@ 8 1/2
Choice cows	@ 8 1/2
Common to fair cows	7 @ 7 1/2
Common to fair oxen and stags	—@—
Fleshy Bologna bulls	6 1/2 @ 7

## BEEF CUTS.

Western.	City.
No. 1 ribs	15 @ 16 1/2
No. 2 ribs	14 @ 15
No. 3 ribs	10 1/2 @ 12
No. 1 loins	16 1/2 @ 17
No. 2 loins	15 @ 16
No. 3 loins	10 1/2 @ 15
No. 1 rounds	11 @ 11 1/2
No. 2 rounds	10 @ 10 1/2
No. 3 rounds	8 1/2 @ 10
No. 1 chuck	@ 9
No. 2 chuck	@ 8
No. 3 chuck	@ 5

## DRESSED CALVES.

Veals, city dressed, prime, per lb.	@ 16
Veals, good to choice, per lb.	@ 15
Western calves, choice	12 1/2 @ 15
Western calves, fair to good	11 @ 12
Western calves, common	9 @ 10

## DRESSED HOGS.

Hogs, heavy	@ 10 1/2
Hogs, 180 lbs.	@ 10 1/2
Hogs, 160 lbs.	@ 11
Hogs, 140 lbs.	11 1/2 @ 11 1/2
Pigs	@ 11 1/2

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.	@ 12 1/2
Lambs, good	@ 11
Sheep, choice	@ 8 1/2
Sheep, medium to good	@ 7 1/2
Sheep, culs	@ 6

## PROVISIONS.

## (Jobbing Trade.)

Smoked hams, 10 lbs, avg.	@ 16
Smoked hams, 12 to 14 lbs, avg.	@ 16
Smoked hams, 14 to 16 lbs, avg.	@ 16
Smoked picnics, light	@ 10 1/2
Smoked picnics, heavy	@ 10
Smoked shoulders	@ 10 1/2

## FRESH PORK CUTS.

Smoked bacon, boneless	@ 18
Smoked bacon (rib in)	@ 16
Dried beef sets	@ 18
Smoked beef tongue, per lb.	@ 24
Pickled bellies, heavy	@ 18

## FRESH PORK CUTS.

Fresh pork loins, city	17 @ 17 1/2
Fresh pork loins, Western	@ 16
Shoulders, city	@ 11
Shoulders, Western	@ 10 1/2
Butts, regular	@ 13
Butts, boneless	@ 16
Fresh hams, city	@ 14 1/2
Fresh hams, Western	@ 14

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 50 @ 65 lbs. cut	@ 80.00
Flat shin bones, avg. 40 @ 50 lbs. cut, per 100 bones, per 2,000 lbs.	@ 55.00
Hoofs, black, per ton	@ 35.00
Thigh bones, avg. 90 @ 95 lbs. cut, per 100 bones, per 2,000 lbs.	@ 90.00
Horns, 7 1/2 oz. or, and over, steers, first quality, per ton	@ 270.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues	75 @ 90c. a piece
Fresh cow tongues	45 @ 60c. a piece
Calves' heads, scalded	40 @ 45c. a piece
Sweetbreads, veal	30 @ 60c. a pair
Sweetbreads, beef	18 @ 25c. a pound
Calves' livers	30 @ 50c. a piece
Beef kidneys	7 @ 12c. a piece
Mutton kidneys	1 1/2 @ 3c. a piece
Livers, beef	6 @ 8c. a pound
Oxtails	5 @ 7c. a piece
Hearts, beef	10 @ 15c. a piece
Rolls, beef	10 @ 12c. a pound
Tenderloin beef, Western	15 @ 25c. a pound
Lamb's fries	@ 12 1/2c. a pair
Extra lean pork trimmings	@ 8c. a pound
Blade meat	@ 5c. a pound

## BUTCHERS' FAT.

Ordinary shop fat	@ 2 1/2
Suet, fresh and heavy	@ 5
Shop bones, per cwt.	20 @ 25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	@ 80
Sheep, imp., medium, per bundle	@ 60
Sheep, imp., per bundle	@ 40
Sheep, imp., Russian rings	—@—
Sheep, domestic, wide, per bundle	@ 70
Sheep, domestic, medium, per bundle	@ 50
Sheep, domestic, narrow med., per bundle	@ 25
Hog, American, free of salt, tcs. or bbls., per lb., f. o. b. New York	@ 70
Hog, extra narrow selected, per lb.	@ 70
Hog, in kegs, 1 cent over bbls. or tcs.	—@—
Beef rounds, per set, f. o. b. Chicago	@ 16 1/2
Beef rounds, per set, f. o. b. New York	@ 22
Beef rounds, per lb.	@ 4 1/2
Beef, bungs, piece, f. o. b. New York	@ 14
Beef, bungs, per lb.	@ 10 1/2
Beef middles, per set, f. o. b. New York	@ 68
Beef middles, per set, f. o. b. Chicago	@ 60
Beef, middles, per lb.	@ 13
Beef weasands, per 1,000, No. 1s	@ 8
Beef weasands, per 1,000, No. 2s	@ 5 1/2

## SPICES.

Whole.	Ground.
Pepper, Sing., white	18 1/2 @ 20 1/2
Pepper, Sing., black	12 1/2 @ 14 1/2
Pepper, Penang, white	17 1/2 @ 19 1/2
Pepper, red Zanzibar	15 @ 18
Allspice	6 1/2 @ 9
Cinnamon	16 @ 20
Coriander	5 1/2 @ 8
Cloves	19 @ 22
Ginger	16 @ 18
Mace	63 @ 68

## SALTPEPETRE.

Crude	4 1/2 @ 5
Refined—Granulated	4 1/2 @ 5
Crystals	5 1/2 @ 6 1/2
Powdered	5 1/2 @ 5 1/2

## GREEN CALFSKINS.

No. 1 skins	@ 22
No. 2 skins	@ 20
No. 3 skins	@ 12

Branded skins	@ 18
Ticky skins	@ 15
No. 1 E. M. skins	@ 20
No. 2 B. M. skins	@ 18
No. 1, 12 1/2 @ 14	@ 24
No. 2, 12 1/2 @ 14	@ 21.5
No. 1 B. M., 12 1/2 @ 14	@ 21.5
No. 2 B. M., 12 1/2 @ 14	@ 19.0
No. 1 kips, 14-18	@ 2.60
No. 2 kips, 14-18	@ 2.35
No. 1 B. M. kips	@ 2.10
No. 2 B. M. kips	@ 1.90
No. 1, heavy kips, 18 and over	@ 3.50
No. 2, heavy kips, 18 and over	@ 3.25
Branded kips	@ 1.90
Heavy branded kips	@ 2.25
Ticky kips	@ 1.90
Heavy ticky kips	@ 2.25

## DRESSED POULTRY.

## FRESH KILLED.

Turkeys—	
Old Hens, avg. best	@ 16
Old Toms, avg. best	@ 16
Old Common	@ 15
Spring selected, dry-picked	@ 28
Spring ordinary, dry-picked	@ 15

Fowls, dry packed—	
Western, boxes, 45-55 lbs. to doz.	@ 16 1/2
Western dry-pk'd., bbls., iced, 4 1/2 lbs. each	@ 16
Other Western, scalded, avg. best	@ 15 1/2

Other Poultry—	
Old Cocks, per lb.	@ 11
Squabs, prime, white, 10 lbs. to doz., per doz.	@ 3.50
Squabs, dark,	

